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Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, OCTOBER 25, 1917

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PJM SERVICE

—is concretely backed by a definite and successful endeavor to build up an organization insuring satisfaction to our customers—an organization each feature of which has been planned separately so that it will lend its maximum of significance to the term when used in connection with the business of Penrod, Jurden & McCowen, Inc. In short, it represents

All That the Word Implies,—

Scientific Drying Expert Manufacturing Good Timber
Modern Mills Satisfaction to the Buyer

Southern Rotary Veneers and Hardwood Lumber

We can take care of your requirements in Southern woods, no matter whether you are in the market for veneers or lumber. Our big Rotary Veneer Mill at Helena, Ark., has exceptionally large units, and can readily supply sizes which are ordinarily difficult to produce. Our lumber mills are cutting some of the finest hardwood stock ever manufactured in America. Tell us what you want—we can supply you.

On account of car shortage, which affects delivery of logs to the mills as well as shipments of veneer—we urge all buyers of veneers to place requirements at least 60 to 90 days in advance

PJM

Penrod, Jurden & McCowen
(INCORPORATED)

General Offices, Memphis, Tenn.
825-830 Bank of Commerce Building

PJM

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

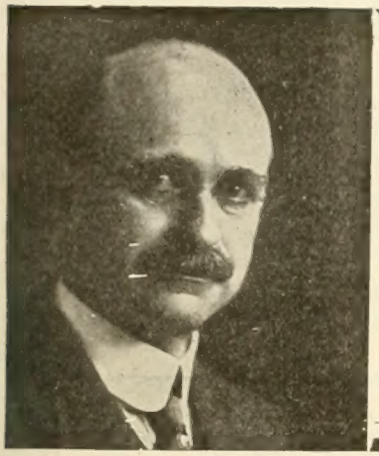
MEMPHIS, TENNESSEE

Rotary Gum Core Stock
Built-up Panels
Drawer Bottoms
Crossbanding

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



FOR over twenty years
E. C. MERSHON
has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Company
Saginaw, Michigan

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

Saw Mill Planing Mill

R. HANSON & SONS
GRAYLING MICHIGAN

Michigan Hardwoods
Make Steady Customers
White Pine, Norway, Hemlock

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

BUFFALO HARDWOOD LUMBER CO.

SPECIAL FOR SALE

1¼" to 3" No. 1 Com. & Better Dry Birch

Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years

We want White Ash, all grades, 1 to 4" thick

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

Standard Hardwood Lumber Co.

OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO.

Hardwoods

Ash *and* Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company

HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate

HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS

932 Elk Street

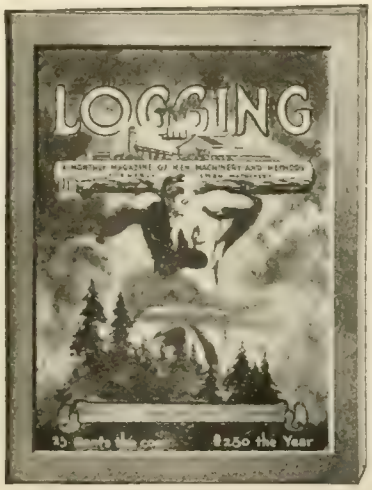
The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Three Great Logging Conventions

The Pacific Logging Congress met this year at Seattle, Wash., on October 18th, 19th and 20th.

The Appalachian Logging Congress meets at Knoxville, Tenn., some time in November.

The Southern Logging Association met at New Orleans, La., on October 24th, 25th and 26th.



FULL REPORTS OF ALL THREE WILL APPEAR IN LOGGING FOR NOVEMBER & DECEMBER, 1917

Send for sample copies of these two numbers—they will cost you nothing and the **ideas** they will contain may be worth thousands to you in addition to helping you to meet Wartime emergencies in the one best way.

CLYDE IRON WORKS

MANUFACTURERS OF LOGGING MACHINES

DULUTH, MINNESOTA

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material
C—Manufacturer of Factory Dimension

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 4/4 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Our timber in commercial quantities is confined to forty counties and more than 18,000 acres cut it. The number of oak mills in North Carolina exceeds the number in any other State.

Did you ever rest your eyes on a soft toned Oak Wash Stand? Try it and then tell your customers about it.

(*See page 1)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 18)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

A & B (*See page 16)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our friends have any right to cut.

(*See page 1)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 18)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C & Bet Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 9)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
KENTUCKY LUMBER COMPANY
500,000 ft 4/4 Selects Plain Red & White Oak
100,000 ft 4/4 No. 1 C Plain Red & White Oak
15,000 4/4 1s & 2s Qtd. White Oak
Manufacturer Lexington, **KENTUCKY**

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 1)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 17)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

B (*See page 17)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 10)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building,
Manufacturer Chicago,

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The Mill Wing is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B
We specialize on White and Red Oak and in Quartered Red Gum. We have a yard at Memphis.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

A, B & C (*See page 16)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington, **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak, Good Grades

(*See page 18)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 17)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANNSFIELD HARDWOOD LUMBER CO.
Manufacturer **WINNFIELD, LA.**

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A B C
[illegible] years solely devoted to [illegible] acres Virgin St. [illegible] Hardwood Lumber Co.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

[illegible] oak [illegible] of [illegible] as hard as Lorraine Vitae, the strongest is weaker than locust, the heaviest is weaker than mahogany; but in average of good qualities it would be hard to find a wood superior to oak.

B C
We have a big stock of 4/4 No. 1 Com. Plain White Oak. 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

*See page 18

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston,
Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x4" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

J. A. Holmes Lumber Company
Wholesale Dealers in Hardwood and Pine Lumber
St. Louis, Missouri

White Oak Domestic Trade Specialty—West
Parkersburg Mill Company
Manufacturer
Parkersburg, W. Va.

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—
Carr Lumber Company, Inc.
Band Sawn Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd White Oak
50,000 ft. 1" No. 1 Com. Qtd White Oak, 8" & wdr
JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

A B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C—
Alton Lumber Company
Manufacturers and Wholesale Dealers in Hardwoods
Manufacturer, Buckhannon, W. VA.

[illegible] perfect acorns, occur in Northern Oklahoma [illegible]

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

[illegible] Tu[illegible]

VESTAL LBR. & MFG. CO.,
Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" [illegible]

We have for [illegible] 4/4 and 12/4 C & Bet. Oak, also the grades from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

*See page 16
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak
BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

*See page 4o
C. Crane & Co.
Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

*See page 56
New stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak is held at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

The golden oak which grows in California is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber
WARN LUMBER CORPORATION W. VA.
Raywood,

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

A, B & C—
W. M. Ritter Lumber Company
Manufacturer Hardwoods
Columbus, Ohio

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

A & C
Manufacturers of Hardwood Lumber, also Millwork, Finish, Trim and Oak Flooring
WEST VIRGINIA TIMBER CO., W. VA.
Charleston,

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

*See page 80
Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain, Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

*See page [illegible]
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers 12x16 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Box Lumber Supplies from Memphis District

IT is generally understood that the lumber required by the manufacturers of shipping boxes and other containers, including crates, is not of the highest class. It is what remains after the best grades have been culled out for other uses. But this does not lessen the importance of box lumber. It fills a place which could not be filled much better by the highest grades, which would generally cost two or three times as much.

The Memphis district, which includes the surrounding states which find Memphis a market center from which to make sales, is highly important as a source of supply for box material, both as lumber and as veneer. It is not practicable to determine from available data just how much of such material is made into boxes within the Memphis district or shipped to surrounding regions to be so manufactured; but the quantity exceeds one billion feet a year. That is approximately one-fourth of all the boxes made in the United States.

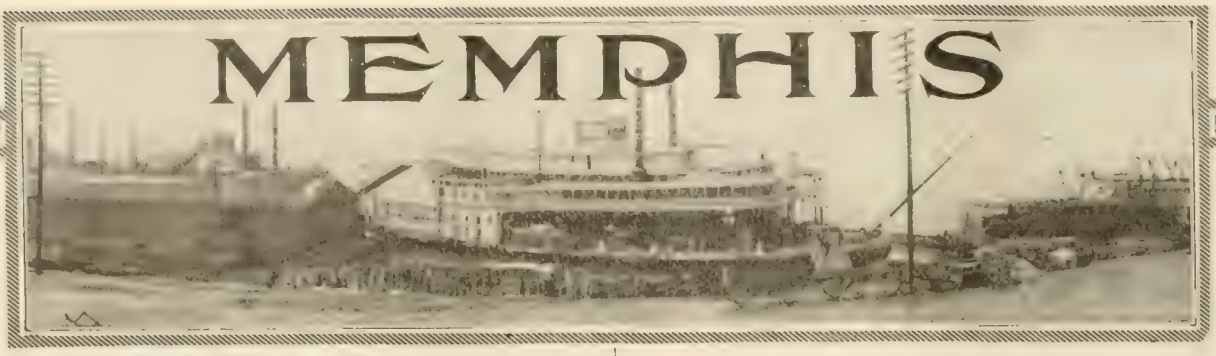
Memphis is favorably situated as a source for this enormous supply of box lumber. It is within reach of the large vegetable and small fruit districts of the South, and likewise within shipping distance of the fruit and truck orchards and gardens of the entire Ohio valley. In addition to that, the manufacturing cities as far away as Chicago, St. Louis, Kansas City, Indianapolis, Cincinnati, and even Pittsburgh, are within reach and draw some of their box material from the Memphis region.

Excellent railroad and river shipping facilities make this wide distribution possible. The large shippers of lumber, acting through their boards of trade and other associations, watch shipping tariffs carefully and see to it that rates are adjusted in the most favorable way. This policy has borne results which are apparent in the figures which show a billion feet of Memphis box lumber going into use annually, and some of it in keen competition with box lumber from other producing regions.

(To be continued)

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS



Regular Widths and Lengths

COTTONWOOD
110,000 ft. FAS, 1 1", 11" to 17"
10,000 ft. FAS, 6 4", 6" & up
100,000 ft. Panel & No. 1, 4 4", 18" and up

ELM
60,000 ft. Com. & Btr., 16 4"

QUARTERED RED GUM
150,000 ft. Com. & Btr., 1 4"
100,000 ft. No. 1 Com., 5 4"

PLAIN RED GUM
180,000 ft. No. 1 Com., 1 4" & 5 4"

QUARTERED SAP GUM
75,000 ft. Com. & Btr., 5 4"

PLAIN SAP GUM
130,000 ft. FAS, 5/8"
300,000 ft. FAS, 4/4", 13" & up
25,000 ft. FAS, 5 4", 11" & up
115,000 ft. Pan. & No. 1, 4/4", 18-21"

MAPLE
100,000 ft. L. R., 5/4"
100,000 ft. L. R., 6 4" & 8 4"
70,000 ft. L. R., 12 4"

QUARTERED WHITE OAK
55,000 ft. C. & B., 1 1", 2½ to 5½"
75,000 ft. FAS, 5 4" & 6 4", 60% long
100,000 ft. No. 1 C., 4 4", 50% long

PLAIN WHITE OAK
100,000 ft. No. 1 C. & B., 8/4", 50 to 60% long
200,000 ft. 1 & 2 C., 4/4", 50% long,

PLAIN RED OAK
125,000 ft. No. 1 C., 3 4", 50% long
125,000 ft. No. 1 C., 4 4", 60% long
350,000 ft. 1 & 2 C., 4 4", 60% long

S. W. OAK
75,000 ft. No. 1 C. & B., 4/4"

PLAIN OAK
275,000 ft. No. 3 C., 4/4"

SYCAMORE
180,000 ft. C. & B., 5 4"

WILLOW
20,000 ft. C. & B., 12 4"

ANDERSON-TULLY CO.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

ASH

1 & 2s, 3" 12" and up, 8/16', 12 mo.
40% 14' & 16'

60,000 Feet; Immediate Shipment.

James E. Stark & Co., Inc.

We Can Move To Your Order At Once

QUARTERED WHITE OAK
50,000 ft 1s and 2s 5/8"
100,000 ft. No. 1 C., 5/8"
97,000 ft. 1s and 2s, 3/4"
100,000 ft. No. 1 C., 4/4"
75,000 ft. CF Strips, 4/4", 2½ to 5½ wide.
65,000 ft. No. 1 C., 5/4"
67,000 ft. No. 1 C., 6/4"
100,000 ft. No. 1 C., 8/4"
100,000 ft. 2 C., 8/4"

PLAIN WHITE OAK
40,000 ft. No. 1 C., 4/4"
70,000 ft. FAS, 8/4"
100,000 ft. No. 1 C., 8/4"

QUARTERED RED OAK
30,000 ft. C. & B., 3/4"
40,000 ft. No. 1 C., 4/4"
77,000 ft. FAS, 5/4"
100,000 ft. No. 1 C., 5/4"

QUARTERED GUM
(Sap No Defect)
200,000 ft. 5/4" C. & B.
200,000 ft. 6/4", C & B.
200,000 ft. 8/4" C. & B.
200,000 ft. 10/4" C. & B.
200,000 ft. 12/4" C. & B.

ELM
200,000 ft. Log Run, 3"
50,000 ft. Log Run 10/4"
100,000 ft. Log Run, 4/4"
15,000 ft. Log Run 8/4"

MAY BROS.

We have one million feet of Cypress (dry) from 4/4" to 16/4" thick—all grades. Send us your inquiries.

F.T. DOOLEY LUMBER CO.

Regular Widths and Lengths

PLAIN WHITE OAK
2 cars 1s & 2s, 4/4", 7 mos. dry
2 cars Select, 4/4", 7 mos. dry

QUARTERED WHITE OAK
4 cars Select, 4/4" 13 mos. dry

PLAIN RED OAK
3 cars 1s & 2s, 4/4", 13 mos. dry
3 cars 1s & 2s, 5/4" 7 mos. dry
1 car Select, 4/4", 13 mos. dry

PLAIN RED AND WHITE OAK
1 car No. 3 Com., 4/4", 13 mos. dry

QUARTERED RED GUM
2 cars Com. & Btr., 6/4", 6 mos. dry

PLAIN RED GUM
2 cars Com. & Btr., 6/4", 6 mos. dry

HICKORY
5 cars L. R., 4/4" 7 mos. dry

ELM
1 car L. R., 4/4", 3 mos. dry
1 car L. R., 12/4", 3 mos. dry

MIXED OAK
1 car Crossing Plank, 12/4", 8 to 12" wide, 25 mos. dry

QTD. RED AND WHITE OAK
7 cars No. 1 Com. & Btr. and wormy, 4/4" 24 mos. dry

Ferguson & Palmer Co.

We have the following stock for immediate delivery:

WHITE ASH
50,000 ft. 5/4x6" & wider, 1s & 2s
15,000 ft. 6/4" & wider, 1s & 2s
65,000 ft. 12/4" & wider, 1s & 2s
10,000 ft. 16/4" & wider, 1s & 2s
12,000 ft. 2x10" and wider, 1s & 2s
12,000 ft. 10/4x10" & wider, 1s & 2s
14,000 ft. 12/4x10" & wider, 1s & 2s
5,000 ft. 16/4x12" & wider, 1s & 2s
35,000 ft. 4/4" No. 1 Com.
50,000 ft. 5/4" No. 1 Com.
15,000 ft. 8/4" No. 1 & 2 Com.
10,000 ft. 10/4" No. 1 & 2 Com.
12,000 ft. 12/4" No. 1 & 2 Com.
3,000 ft. 20/4" No. 1 & 2 Com.
Bone dry, all 8 ft.

SOFT MAPLE
15,000 ft. 8/4" No. 2 Com. & Bet.
16,000 ft. 12/4" No. 2 Com. & Bet.
14,000 ft. 16/4" No. 2 Com. & Bet.
5,000 ft. 4/4" No. 2 Com. & Bet.

SOFT ELM
16,000 ft. 8/4" No. 2 Com. & Bet.
8,000 ft. 10/4" No. 2 Com. & Bet.
80,000 ft. 12/4" No. 2 Com. & Bet.

Riel-Kadel Lumber Co.

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S

Memphis Band Mill Co.

MEMPHIS

All Stock Thoroughly Air Dried

QUARTERED WHITE OAK
30,000 ft. 1s & 2s 1 4"
212,000 ft. 1s & 2s 5/4"
[illegible] ft. No. 1 Com. 1 4"
250,000 ft. No. 1 Com. 5/4"
300,000 ft. No. 1 Com. 6/4"
10,500 ft. No. 1 Com. 3/4"
97,000 ft. No. 1 Com. 3 4", 6" to 7" wide
42,100 ft. No. 2 Com. 3/8"
115,700 ft. No. 2 Com. 3/4"
17,000 ft. 1st & 2nd, 4" to 4½" wide White Oak Strips

PLAIN WHITE OAK
59,000 ft. No. 1 Com. 1 2"
62,000 ft. No. 2 Com. 1/2"

PLAIN RED OAK
38,000 ft. 1st & 2nd 1 2"
100,000 ft. No. 1 Com. 5/8", 4" to 8½" wide
70,000 ft. No. 3 Com. 5/8"

QUARTERED RED GUM (Figured Wood)
12,500 ft. No. 1 Com. 1 4"

QUARTERED RED GUM (Plain Wood)
40,000 ft. 1st & 2nd 4/4"

QUARTERED SAP GUM
72,000 ft. 1st & 2nd 6/4"
74,000 ft. 1st & 2nd 8/4"
43,000 ft. No. 1 Com. 4/4"
28,700 ft. No. 1 Com. 6/4"
30,300 ft. No. 1 Com. 8/4"

SAP GUM (Special Wide)
5,700 ft. 1 2" 13" up wide
128,000 ft. 5/8", 18" up wide
51,000 ft. 3/4", 18" up wide

QUARTERED BLACK GUM
11,000 ft. 1st & 2nd 4/4"

R. J. DARNELL, Inc.

Send in your order now for

20,000 ft. Qtd. W. Oak 1 & 2 1 2"
12,600 ft. Qt. W. Oak No. 1 C 5/8"
11,300 ft. Sound Wormy Oak 4/4"
74,100 ft. Qtd. W. O. Strips Clear 2½ & 3"
58,500 ft. Qtd. W. O. Strips Sap 2½ & 3"
9,800 ft. Pl. W. Oak 1 & 2 1 2"
42,300 ft. Pl. W. Oak No. 1 C. 1 2"
9,500 ft. Pl. W. Oak No. 1 C. 5/8"
12,700 ft. Pl. Red Oak 1 & 2 5/8"
4,200 ft. Pl. Red Oak No. 1 C 5/8"
15,800 ft. Pl. Red Oak 1 & 2 3/4"
54,200 ft. Pl. Red Oak 1 & 2 4/4"
41,000 ft. Pl. Red Oak Step 11-15 5/4"
21,800 ft. Pl. Red Oak Sd. Wormy RO 4/4"
14,000 ft. Qtd. R. Oak 1 & 2 5/4" 10 & up
19,000 ft. Qtd. R. Gum 1 & 2 4/4"
67,500 ft. Qtd. R. Gum No. 1 C 4/4"
32,300 ft. Qtd. R. Gum No. 1 C 5/4"
10,300 ft. Qtd. R. Gum 1 & 2 6/4"
9,100 ft. Qtd. R. Gum No. 1 C. 6/4"
176,500 ft. Qtd. R. Gum 1 & 2 8/4"
97,000 ft. Qtd. R. Gum No. 1 C. 8/4"
62,000 ft. Qtd. R. Gum Com. & Bet. 8/4" Sap no defect
145,000 ft. Qtd. R. Gum Com. & Bet. 3" Sap no defect
32,500 ft. Qtd. Fig. R. Gum 1 & 2 4/4"
19,500 ft. Qtd. Fig. R. Gum No. 1 C. 4/4"
7,500 ft. Pl. R. Gum 1 & 2 4/4"
25,000 ft. Pl. R. Gum No. 1 C. 4/4"
22,000 ft. Pl. R. Gum 1 & 2 5/4"
39,500 ft. Pl. R. Gum No. 1 C. 5/4"
14,000 ft. Pl. R. Gum 1 & 2 8/4"
15,000 ft. Pl. R. Gum No. 1 C. 8/4"

The Mossman Lumber Co.

Send us your inquiries now

SAP GUM
300,000 ft. FAS, 4/4", 6" to 12" 60%, 14/16, 6 mos. dry.
150,000 ft. FAS, 8/4, 6" to 12" 60%, 14/16, 8 mos. dry.
150,000 ft. No. 1 C., 6/4", reg. wdth., 60%, 14/16, 6 mos. dry.
200,000 ft. No. 1 C., 4/4", reg. wdth., 60%, 14 16, 6 mos. dry.
300,000 ft. No. 2 C. 4 4", reg. wdth., 60%, 14/16, 6 mos. dry.

PLAIN RED GUM
12,000 ft. FAS, 3/8", 6" & up. 6 mos. dry.
22,000 ft. FAS, 1/2", 6" & up. 6 mos. dry.
65,000 ft. FAS, 5/8", 6" & up. 8 mos. dry.

QUARTERED RED GUM
45,000 ft. No. 1 C., 4 4", reg. width., 60%, 14 16, 6 mos. dry.
50,000 ft. No. 1 C. & Btr., 8/4", reg. wdth., 60%, 14/16, 8 mos. dry.

QUARTERED RED OAK
15,000 ft. No. 1 C. & Btr., 3/4", reg. wdth., 60%, 14/16, 6 mos. dry.
10,000 ft. No. 1 C. & Btr., 6/4", reg. wdth., 60%, 14/16, 8 mos. dry.

J. W. Wheeler & Company

Offered for Prompt Shipment

PLAIN RED OAK
90,000 ft. FAS 1 4"
75,000 ft. FAS 5/4"
20,000 ft. FAS 6/4"
50,000 ft. FAS 8 4"
25,000 ft. C. & B. 12 4"
25,000 ft. No. 1 Com. 1 4"
200,000 ft. No. 1 Com. 5/4"
50,000 ft. No. 1 Com. 6 4"
100,000 ft. No. 1 Com. 8 4"

PLAIN WHITE OAK
30,000 ft. FAS 4/4"
50,000 ft. FAS 6 4"
10,000 ft. FAS 8 4"

[illegible] ft. C & B 12 4"

QTD WHITE OAK
[illegible] ft. FAS 4 4"
75,000 ft. FAS 5/4"
30,000 ft. FAS 6/4"
35,000 ft. No. 1 Com 5 4"
80,000 ft. No. 1 Com 6 4"
40,000 ft. No. 1 Com. 6 4"

PLAIN RED GUM
150,000 ft. C. & B. 5 4"
135,000 ft. C. & B. 6 4"

QTD RED GUM
175,000 ft. C. & B. 8/4"

PLAIN SAP GUM
125,000 ft. No. 1 Com. 3 4"
135,000 ft. C. & B. 5/4"
170,000 ft. C & B. 6/4"

QTD. SAP GUM
410,000 ft. C. & B. 6/4"
[illegible] ft. C & B 8/4"
100,000 ft. C. & B. 10/4"
100,000 ft. C. & B. 12/4"

COTTONWOOD
30,000 ft. FAS 4/4"
170,000 ft. No. 1 Com. 4 4"

TUPELO
70,000 ft. C. & B. 4/4"

ELM
12,000 ft. Log Run 4/4"
50,000 ft. Log Run 8/4"

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

Regular lengths and widths

QUARTERED WHITE OAK
No. 2 Com. & Bet., 4/4, 8 mos. dry.

PLAIN WHITE OAK
No. 1 Com. 4/4, 8 mos. dry.

PLAIN RED OAK
No. 1 Com. 4/4, 8 mos. dry.

Crenshaw-Gary Lumber Co.

WHITE ASH—Prompt Shipment, Straight or Mixed Cars

NEW ORLEANS YARD
11,300 ft. FAS., 1¼"x10-12"
15,900 ft. FAS., 1½"x10-12"
22,500 ft. FAS., 2"x12" & up
11,500 ft. FAS., 3"x10-12"
125,000 ft. FAS., 1"x6" & up
7,100 ft. FAS., 1½"x6" & up
24,000 ft. FAS., 2"x6" & up
228,000 ft. No. 1 C., 1"x3" & up
14,000 ft. Sel., 1"x6" & up
131,600 ft. No. 1 C., 1¼"x3" & up
40,000 ft. 1½"x3" & up, considerable 8" & up
55,000 ft. 2"x3" & up, considerable 6" & up
19,700 ft. Select, 2"x6", considerable 10" & up
5,000 ft. No. 1 C., 2½"x3" & up, soft
4,800 ft. No. 1 C., 3"x3" & up
5,000 ft. No. 1 C., 3"x6" & up, soft
15,800 ft. No. 1 C. 4"x3" & up
3,000 ft. No. 2 C. 4"

MEMPHIS YARD
7,500 ft. FAS., 1¼"x12" & wider
19,500 ft. FAS., 1½"x12" & wider
14,000 ft. FAS., 2"x12" & wider
32,000 ft. FAS., 3"x12" & wider
8,000 ft. FAS., 4"x12" & wider
22,000 ft. FAS., 2"x10-11" & wider
35,600 ft. FAS., 2½"x8-10" & wider
9,000 ft. FAS., 1¼"x6-9"
20,000 ft. FAS., 2"x6-9"
18,000 ft. FAS., 3"x6-11"
29,000 ft. FAS., 4"x6-11"
10,500 ft. FAS., 5"x6" & up
7,000 ft. FAS., 6"x6" & up
22,200 ft. No. 1 C., 1"x3" & up
23,500 ft. No. 1 C., 2"x3" & up
7,000 ft. No. 1 C., 3"x3" & up

DUDLEY LUMBER CO., Inc.

Our large stock of assorted logs enables us to cut specials without delay

LET US QUOTE

Stimson Veneer & Lbr. Co.

The Following Items Are Ready for Prompt Shipment

QTD WHITE OAK
2 cars 1 & 2s, 4/4".
7 cars No. 1 Com., 4/4".
2 cars Clear Strips, 4/4".
2 cars No. 1 Com., strips, 4/4".

QTD RED OAK
3 cars No. 1 & 2s, 4/4".
1 car No. 1 Com., 4/4".

PLAIN WHITE OAK
1 car 1 & 2s, 4/4"
2 cars No. 1 Com., 4/4".

PLAIN RED OAK
1 car 1 & 2s, 4/4".
3 cars No. 1 Com., 4/4".
2 cars No. 3 Com., 4/4".

QTD RED GUM
2 cars 1 & 2s, 4/4".
5 cars No. 1 Com., 4/4".
1 car 1 & 2s, 6/4".
1 car 1 & 2s, 8/4".

SAP GUM
3 cars 1 & 2s, 4/4".
2 cars 1 & 2s, 5/4".
5 cars No. 1 Com., 4/4".
2 cars No. 1 Com., 5/4".
2 cars No. 2 Com., 4/4".

COTTONWOOD
3 cars No. 1 Com., 4/4".
3 cars No. 2 Com., 4/4".

PANEL COTTONWOOD
1 car 18" and up, 4/4".

ELM
4 cars No. 2 & Btr., 4/4".
5 cars No. 2 & Btr., 10/4".
5 cars No. 2 & Btr., 12/4".
2 cars No. 2 & Btr., 16/4".

QTD SYCAMORE
1 car Log run, 4/4".

J. V. Stimson Hardwood Co.

For immediate shipment

QUARTERED WHITE OAK
6,000 ft. 1st & 2nd 4/4"
100,000 ft. No. 1 Com. 4/4"

PLAIN WHITE OAK
30,000 ft. 1st & 2nd 4/4"
117,500 ft No. 1 Com. 4/4"
50,000 ft. No. 2 Com. 4/4"

PLAIN RED OAK
22,000 ft. 1st & 2nd 3/4"
36,000 ft. No. 1 C. 3/4"
62,000 ft. 1st & 2nd 4/4"
19,000 ft. No. 2 C. 4/4"

QUARTERED RED GUM
71,000 ft. 1st & 2nd 4/4"
10,000 ft. 1st & 2nd 5/4"
5,000 ft. 1st & 2nd 6/4"
38,000 ft. 1st & 2nd 8/4"
14,000 ft. 1st & 2nd 12/4"
60,000 ft. No. 1 C. 5/4"
40,000 ft. No. 1 C. 6/4"

PLAIN RED GUM
11,500 ft. 1st & 2nd 4/4"
27,500 ft. 1st & 2nd 5/4"
23,000 ft. 1st & 2nd 6/4"
18,000 ft. No. 1 C. 4/4"
82,000 ft. No. 1 C. 5/4"

QUARTERED RED GUM
(Sap No Defect)
10,000 ft. 1st & 2nd 6/4"
47,000 ft. 1st & 2nd 8/4"

BELLGRADE LUMBER CO.

BROWN & HACKNEY, Inc.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd. White.
12M ft 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft. 2" & wider No. 2 C. Stps. Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
8M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.

GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
30M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.

COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.

Little Rock Rates
Cairo, flat 15c, through 13c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.

Mounds Rates
Cairo, 10c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c Cincinnati, 18½c. Kansas City, 19c.

J. H. BONNER & SONS

QUARTERED RED OAK
9M' 1s & 2s, 4/4.
38M' No. 1 Com., 4/4.

QUARTERED WHITE OAK
8M' 1s & 2s. 4/4.
50M' No. 1 Com., 4/4.

PLAIN RED OAK
70M' 1s & 2s, 4/4.
150M' No. 1 Com., 4/4.

PLAIN WHITE OAK
30M' 1s & 2s, 4/4.
100M' No. 1 Com., 4/4.
50M' No. 2 Com., 4/4.

TUPELO GUM
30M' 1s & 2s, 4/4.
75M' No. 1 Com., 4/4.
30M' No. 2 Com., 4/4.
15M' Wide Box, 4/4.

HICKORY
20M' Log Run, 8/4.
10M' Log Run, 16/4

SAP GUM
40M' 1s & 2s, 5/8.
30M' No 1 Com., 5/8.
100M' 1s & 2s, 4/4
100M' No. 1 Com., 4/4.
75M' Wide Box, 4/4
50M' Narrow Box, 4/4.
75M' 1s & 2s, 8/4
50M' No. 1 Com., 8/4.

PLAIN RED GUM
30M' 1s & 2s, 4/4
50M' No 1 Com., 4/4.

QUARTERED RED GUM
75M' 1s & 2s, 8/4
50M' No. 1 Com., 8/4.

QUARTERED, FIGURED RED GUM
11M' 1s & 2s, 4/4.
13M' No. 1 Com., 4/4.
14M' 1s & 2s, 6/4.
12M' No 1 Com., 6/4.
15M' 1s & 2s, 8/4.
30M' No. 1 Com., 8/4.

We have the following to offer, dry:

PLAIN RED OAK
250,000 ft. Nos 1 & 2 Com., 4/4"
75,000 ft. 1s & 2s, 5/4"
6,000 ft. No. 2 Com., 6/4"
6,000 ft. No. 2 Com., 8/4"

PLAIN WHITE OAK
150,000 ft. No. 1 Com., 5/4"
6,000 ft. Nos. 1 & 2 Com., 6/4"

QUARTERED WHITE OAK
35,000 ft. Com. & Btr., 5/4"

SAP GUM
150,000 ft. 1s & 2s, 4/4"
100,000 ft. No. 1 Com., 4/4"
100,000 ft. No. 1 Com., 6/4"
100,000 ft. 1s & 2s, 8/4"

RED GUM
150,000 ft. 1s & 2s, 4/4"

QUARTERED RED GUM
75,000 ft. 1s & 2s, 4/4"
150,000 ft No. 1 Com., 4/4"
70,000 ft. 1s & 2s, 5/4"
30,000 ft. No 1 Com., 5/4"
75,000 ft. 1s & 2s, 8/4"

SOFT ELM
35,000 ft. L. R., 6/4"
100,000 ft. L. R., 8/4"
40,000 ft. No. 3 Com., 8/4"
35,000 ft. L. R., 10/4"
27,000 ft. L. R., 12/4"

SOFT MAPLE
10,000 ft. L. R., 4/4"
8,000 ft. L. R., 6/4"
75,000 ft. L. R., 8/4"
17,000 ft. L. R., 12/4"

PECAN
20,000 ft. L. R., 8/4"
4,000 ft. L. R., 10/4"

COTTONWOOD
19,000 ft. L. R., 4/4"

ASH
25,000 ft. No. 3 4/4", 5/4", 6/4"

GEO. C. BROWN & CO.

All stock regular widths and lengths

SAP GUM
100,000 ft. 5/4" 1s & 2s
75,000 ft. 5/4" No. 1 Com.
20,000 ft. 8/4" 1s & 2s
20,000 ft. 8/4" No. 1 Com.

RED GUM
50,000 ft. 4/4" 1s & 2s
100,000 ft. 4/4" No. 1 Com.

QUARTERED RED OAK
(Sap no defect)
75,000 ft. 1½" C. & B.
200,000 ft. 2" C. & B.
75,000 ft. 2½" C. & B.

WHITE OAK
20,000 ft. 1" 1s & 2s
16,000 ft. 1¼" 1s & 2s
30,000 ft. 1¼" No. 1 Com.

RED OAK
35,000 ft. 1" 1s & 2s
50,000 ft. 1" No. 1 Com.
25,000 ft. 1¼" 1s & 2s
45,000 ft. 1¼" No. 1 Com.

QUARTERED WHITE OAK
2 cars 1" 1s & 2s
2 cars 1" No. 1 Com.

Coulson Lumber Company

Send us your inquiries for these items

GUM
2 cars Fas, Qtd. Red, 2", 2 mos. dry.
1 car Fas, Qtd. Red, 2", 6 mos. dry.
2 cars No. 1 C. Qtd. Red, 8/4, 2 mos. dry.
1 car No. 1 C. Qtd. Red, 8/4, 6 mos. dry.
5 cars Fas, Qtd. Sap, 8/4, 3 mos. dry.
3 cars Fas, Qtd. Sap, 8/4, 3 mos. dry
3 cars Fas, Pl. Red, 1", 3 mos. dry.
2 cars No. 1 C., Pl. Red, 1", 3 mos. dry.
2 cars No. 2 C. Sap, 1", 3 mos. dry.

PLAIN RED OAK
1 car Fas, 4/4, 8 mos. dry.
2 cars No. 1 C. 4/4, 8 mos. dry.
1 car No. 2 C., 4/4, 8 mos. dry.
2 cars No. 1 C. 8/4, 6 mos. dry.
1 car No. 2 C., 8/4, 6 mos. dry.

QUARTERED WHITE OAK
2 cars Fas, 4/4, 8 mos. dry.
1 car No. 1 C., 8/4, 12 mos. dry.

POPLAR
2 cars No. 1 C., 4/4, 3 mos. dry
2 cars No. 2 C., 4/4, 3 mos. dry.

MISCELLANEOUS
Elm—1 car Log Run, 12/4, 1 mo dry.
Magnolia—Log Run, 4/4.
Oak Bridge Plank—12/4, green.

Goodlander-Robertson Lumber Co.

We have the following stock ready for immediate shipment:

QUARTERED WHITE OAK
100,000 ft. 1/2" 1s and 2s
30,000 ft. 3/4" 1s and 2s
50,000 ft. 4/4" Clear Strips
500,000 ft. 1/4" No. 1 Com.
90,000 ft. 3/8" No. 1 Com.
50,000 ft. 5/8" No. 1 Com.
40,000 ft. 3/4" No. 1 Com.
50,000 ft. 4/4" No. 1 Com. Strips
100,000 ft. 1/4" No. 2 Com.
20,000 ft. 4/4" No. 2 Com.

PLAIN WHITE OAK
100,000 ft. 1/4" No. 1 Com.
100,000 ft. 1/2" No. 1 Com.
50,000 ft. 5/8" No. 1 Com.
200,000 ft. 1/4" No. 2 Com.
20,000 ft. 1/2" No. 2 Com.
25,000 ft. 5/8" No. 2 Com.

PLAIN RED OAK
100,000 ft. 3/8" 1s and 2s
100,000 ft. 1/2" 1s and 2s
100,000 ft. 4/4" 1s and 2s
100,000 ft. 1/2" No. 1 Com.
30,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" No. 1 Com.

RED GUM
40,000 ft. 3/8" No 1 Com.

SAP GUM
70,000 ft. 5/8" 1st and 2s
43,000 ft. 8/4" 1s and 2s
100,000 ft. 4/4" No. 1 Com.

ELM
30,000 ft. 12/4" No. 2 C & B.

QUARTERED RED GUM
15,000 ft. 4/4" 1s and 2s Fig.
30,000 ft. 4/4" No. 1 Com.
30,000 ft. 4/4" No. 1 Com.
7,000 ft. 10/4" No. 1 Com.

Russe & Burgess, Inc.

ASH
95M' 1s & 2s, 1x6-9" wide, 8 & 10' long, dry.
30M' 1s & 2s, 1x10-11" wide, 8 & 10' long, dry.
15M' 1s & 2s, 1x15" & up, 8-16" long, dry.

PLAIN WHITE OAK
40M' 1s & 2s, 1/2" dry.
20M' 1s & 2s, 8/4, dry.
20M' No. 1 Com., 1/2, dry.
17M' No. 1 Com., 8/4, dry.

PLAIN RED OAK
60M' 1s & 2s, 8/4, dry.
40M' No. 1 Com., 8/4, dry.

CYPRESS
50M' No. 1 Shop, 5/4, dry.

WILLOW
100M' 1s & 2s, 4/4, dry.
35M' 1s & 2s, 5/4, dry.
100M' No. 1 Com., 4/4, dry.
20M' No. 1 Com., 5/4, dry.
20M' No. 1 Com., 6/4, dry

QUARTERED FIGURED RED GUM
40M' 1s & 2s, 1", dry.
26M' No. 1 Com., 1", dry.
40M' 1s & 2s, 5/4, dry.
16M' No. 1 Com., 5/4, dry.
20M' 1s & 2s, 6/4, dry.
5M' No. 1 Com., 6/4, dry.
30M' 1s & 2s, 8/4, dry.

FIGURED RED GUM
17M' No. 1 Com., 4/4, dry.
12M' No. 1 Com., 5/4, dry.

PLAIN RED GUM
19M' 1s & 2s, 3/4, dry.
5M' 1s & 2s, 1/2, dry.
50M' 1s & 2s, 8/4, dry.
50M' No. 1 Com., 8/4, dry.

QUARTERED RED GUM
50M' 1s & 2s, 4/4, dry.
40M' 1s & 2s, 5/4, dry.
15M' 1s & 2s, 6/4, dry.

QUARTERED GUM
(Sap No Defect)
30M' No. 1 Com. & Bet., 10/4 dry

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[illegible] ft. 5/4" 1s & 2s
14,800 ft. 4/4" 1s & 2s
[illegible] ft. 5/4" 1s & 2s
[illegible] ft. 6/4" 1s & 2s
[illegible] ft. 8/4" 1s & 2s
15,700 ft. 5/8" Saps & Selects
18,900 ft. 4/4" Saps & Selects

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56,000 ft. 10/4" No. 1 Com. & 1s & 2s
40,000 ft. 12/4" No. 1 Com. & 1s & 2s
25,000 ft. 16/4" No. 1 Com. & 1s & 2s

CHESTNUT

15,800 ft. 4/4" 1s & 2s

BEECH

[illegible] ft. 4/4" Log Run
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CHERRY

11,400 ft. 4/4"x10" & wider, average width 15½", 40 to 50% 10 & 16 ft. long

WALNUT

[illegible] ft. 4/4" No. 1 Common
[illegible] ft. 5/4" No. 1 Common
[illegible] ft. 6/4" No. 1 Common
[illegible] ft. 8/4" No. 1 Common
121,000 ft. 4/4" No. 2 Common
25,700 ft. 5/4" No. 2 Common
4,000 ft. 6/4" No. 2 Common
3,200 ft. 8/4" No. 2 Common

QTD. RED & WHITE OAK
All grades and thicknesses.

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QUARTERED WHITE OAK

1 car 1/4" 1s & 2s
6 cars 4/4" No. 1 Com.
2 cars 4/4" No. 1 Com., 16" & up
4 cars 4/4" No. 2 Com.
2 cars 4/4" No. 3 Com.
3 cars 4/4" Clear Strips, 2 to 5½" (widths piled separately)
2 cars 4/4" Com. Strips, 2 to 3½"
1 car 4/4" Sap Strips, 2 to 3½"
2 cars 5/4" No. 1 Com.
1 car 4/4" Sound Wormy
9,000 ft. 6/4" 1s & 2s, 10" & up
1 car 4/4" No. 1 Com., 10" & up

PLAIN RED OAK

1 car 10/4" 1s & 2s
2 cars 5/4" 1s & 2s
1 car 4/4" 1s & 2s
2 cars 5/4" No. 1 Com
2 cars 4/4" No. 1 Com.
1 car 3/4" No. 1 Com.
1 car 3/4" No. 2 Com.
3 cars 4/4" No. 2 Com.

PLAIN WHITE OAK

1 car 4/4" 1s & 2s

POPLAR

1 car 5/8" 1s & 2s
2 cars 5/8" Saps, 6 to 11"
1 car 5/8" Saps, 12" & up
3 cars 5/8" No. 1 Com
2 cars 5/8" No. 2 Com
1 car 5/4" 1s & 2s
3 cars 5/4" No. 1 Com

EASTERN KENTUCKY MILL

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5 cars 4/4" Sound Wormy
3 cars 4/4" 1s & 2s
5 cars 4/4" No. 1 Com
2 cars 4/4" No. 2 Com

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4 cars 4/4" No. 3 Com

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Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 1,500,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

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Daily Capacity—75,000 Feet

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Finance Building PHILADELPHIA

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Jacksonville, N. C.
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Wildell, W. Va.
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Willson Bros. Lumber Co.

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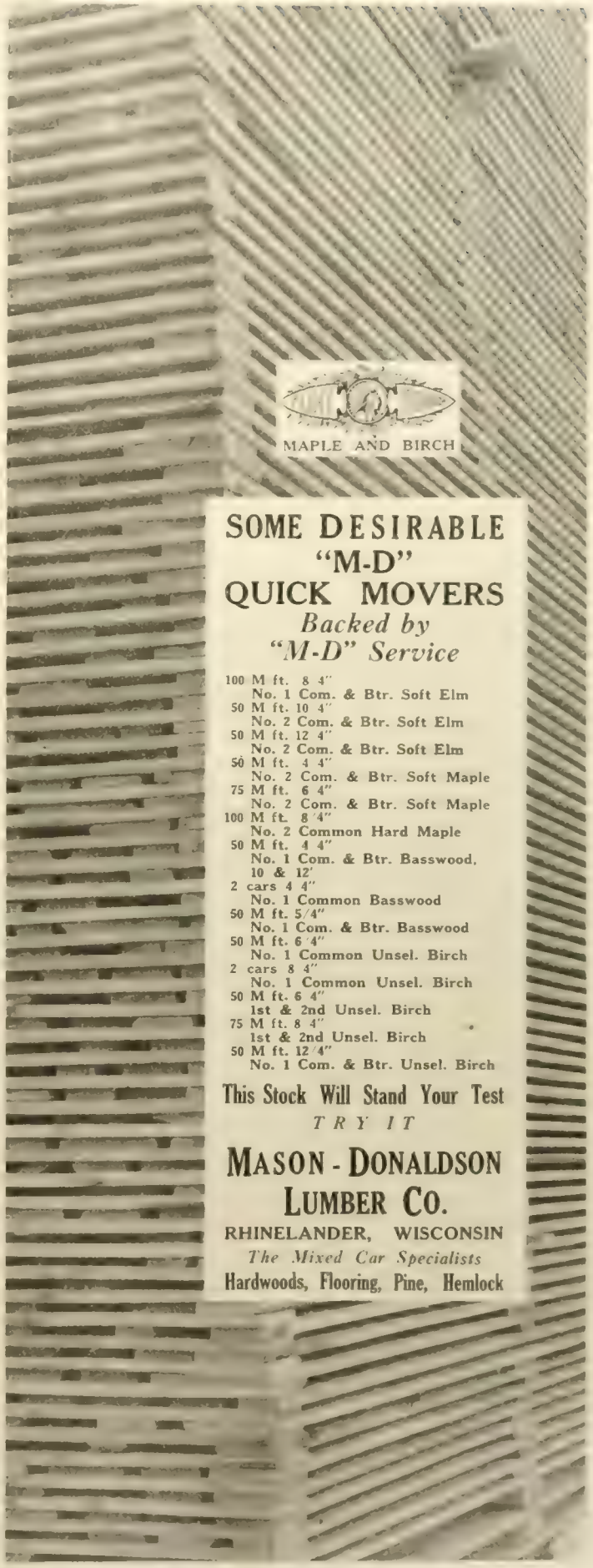
MAIN OFFICE: PITTSBURGH, PA.



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Backed by "M-D" Service

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No. 2 Com. & Btr. Soft Elm
50 M ft. 12 4"
No. 2 Com. & Btr. Soft Elm
50 M ft. 4 4"
No. 2 Com. & Btr. Soft Maple
75 M ft. 6 4"
No. 2 Com. & Btr. Soft Maple
100 M ft. 8 4"
No. 2 Common Hard Maple
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No. 1 Com. & Btr. Basswood
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No. 1 Common Unsel. Birch
2 cars 8 4"
No. 1 Common Unsel. Birch
50 M ft. 6 4"
1st & 2nd Unsel. Birch
75 M ft. 8 4"
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50 M ft. 12 4"
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33 M. ft. 1 1/16" x 2" Clear Maple Flooring

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Manufacturers of
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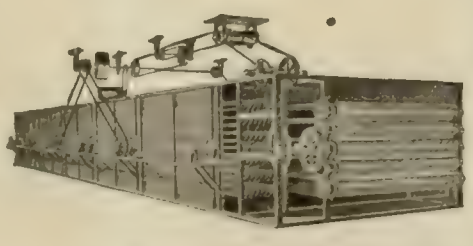

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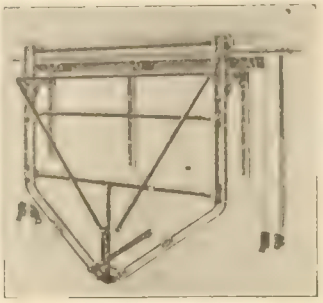

Carrier Ready to Lift Door

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OLD OR NEW KILNS

INDIANAPOLIS, IND.

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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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BEAUMONT, TEXAS

Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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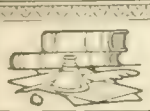


Review and Outlook

General Market Conditions

ALARMING REPORTS of growing restrictions in woods and sawmill labor make definite predictions of curtailed winter cut possible. The Southern labor field is being affected in addition to the causes that are affecting other industries by the vast demand from the cotton interests and by the continued exodus of negroes to northern points. It was thought for a time that the movement of black labor north had been checked, but seemingly their characteristic impulse to "follow the leader" and their seeming ardor to get into new fields is undiminished. The result is that the millmen in the South are reporting greater and greater difficulty in cutting and moving their logs and in handling their sawmill work. This, coming now with ideal logging conditions at hand and the entire probability that in a few short weeks the wet winter season will have covered the southern forests, makes the prospect extremely dubious. As a matter of fact, even though some of the mills had begun to accumulate quite sizeable piles of logs on mill yards, these did not reach anywhere near the proportions desired before increasing difficulties began to be experienced. The problem before the southern operators is a very serious one and is already resulting in short-time runs with the prospect of many plants being completely shut down.

The same conditions, possibly in a less aggravated form, hold in the North, where it is suggested that the cut will at least approach normal but will not by any possible chance go beyond the normal volume.

A suggestion of that character is really serious in itself as a production lessened below the actual demands, and especially at this time when the government is requiring such vast quantities of all kinds of lumber, is especially undesirable. Of course it has the saving feature in that the absolute certainty of under-production will entirely overcome any weak-kneed tendency to sacrifice lumber at less than production cost. A few weeks ago the trade began to show occasional symptoms of cold feet on the price question, but the difficulty of consignment shipments in itself has been a potent factor in checking any such action. With the growing realization of the serious situation confronting producers, the lumber trade is holding tight to its confidence and lumber is going to hold what it has gained and probably incline still further.

As far as normal lumber consumption is concerned, the situation is too well defined to need extensive comment. There is growing evidence that one of the big reasons why the factories are not buying more lumber is, as previously stated here, the uncertainty of labor at the manufacturing centers. There is no question as to the amount of money available in the country, although subscriptions for government needs will, of course, take out of normal circles a very large quantity that might normally go for other purposes. It is merely a question of time, though, when this will get back into regular channels again, at least the vast bulk of it, and the buying power of the people as a whole will thus, of course, remain unimpaired. It is obvious that the vast government expenditures will be made on the basis of credit rather than of actual handing of cash from government hands into the hands of those supplying its needs. Thus the return of money used for war purposes to general circles will probably be rapid. However, it is safe to count upon largely restricted demand for the things which people normally buy freely with their spare money.

Even in spite of this, the furniture factories in most parts of the country are reporting that they have orders for about all the stuff they can put out. Yet, they are undeniably further restricting their purchases of raw material, the reasons, as stated, being uncertainty of having sufficient labor to use up any great quantities and also uncertainty as to future market for the stuff they are going to buy.

The Washington situation seems to be getting straightened out in better shape each week, and the work will progress with more rapidity as the working forces are more accustomed to the new duties. One of the evident results is the speeding up in orders and requisitions and requests for bids on many articles that have not been given general publicity. In fact, it is becoming more and more evident that the lumber trade in common with other industries must make war production the paramount consideration, and that it will find in Uncle Sam a market more than sufficient to take care of the deficiencies in other fields.

Nothing more encouraging is heard from lumber export circles, nor from the building trades, nor can anything more hopeful be anticipated in these directions. The present state of affairs also as it applies to the factory trade in general can be expected to continue until the factory buyers as a whole realize growing shortages in fall and winter production of hardwoods. The importance of the manufacture of containers cannot be too strongly emphasized. As a bulk of government goods will be sent across strong containers are in order and wood is essential. Millions and millions of feet of crating and box lumber will be required.

What has been said here is of necessity more or less of a repetition of what has been said before in previous issues, but the conditions warrant repetition and are here outlined again with added emphasis as they are showing more definite alignment. The net of the whole thing is that lumber is still good property and will be even better property before the winter is over.

Uniform Handling of Freight Tax Desirable

SINCE THE IMPOSITION by the government of the three per cent tax on all freight bills there has been considerable discussion as to who would be strictly responsible for its payment. It is quite obviously good policy to establish uniform practice in this regard and an equally good idea to have such practice defined before the law goes into effect on November first. To this end the lumber industry should take advantage of every gathering in the near future to give this important point discussion. Some recommendation from a national body would undoubtedly be extremely helpful to the end that both the shipper and the purchaser may be saved annoyance and possible controversy to as full an extent as possible.

The question has undoubtedly been considered carefully by most individual shippers, but the point is that the practice decided upon must be the same in all cases or endless trouble and confusion will result.

It does not appear that there should be any great difficulty in coming to an understanding. The law clearly states that the tax shall be paid by the party to the transaction paying for the freight service rendered. This would not seem to gibe with the announced intention of the southern shipper to sell goods "freight allowed to Chicago." This clearly puts the shipper in the position of paying for the freight service and requires that he also pay the tax. On the other hand, it does meet with the plan of one northern shipper who will pay the tax on all f. o. b. mill shipments and let the buyer pay on all f. o. b. point of destination shipments. It is because uncertainty is already apparent that the final solution should be arrived at as early as possible.

Hardwood Prospects Abroad

THE DEPARTMENT OF COMMERCE HAS ANNOUNCED that the four American lumber commissioners, Messrs. Simmons, Brown, Walker and Oxholm, have reached their destinations where they will begin their investigation of markets for American lumber. Mr. Simmons is in Russia, Oxholm in Norway, Walker in England, and Brown in Spain.

It has taken about two years to find the commissioners and get them at their respective posts ready to begin work. It is now proper to discuss just in what way the hardwood lumberman may expect to profit from the work of these investigators. It may be taken for granted that the bulk of the gain, if there is to be any gain, will go to the softwood lumbermen, particularly to the Douglas fir and yellow pine interests; but the hardwood men ought to get something out of it, too.

Of the four hundred kinds of American hardwoods, scarcely more than a dozen have any earthly show of selling abroad in anything like paying quantities, and only about half of that dozen woods will amount to much in any foreign trade that we may expect. The lucky half dozen will probably be black walnut, oak, red gum, ash, yellow poplar and maple.

Walnut will compete with the European and Circassian walnut; but the old countries are about stripped of these, and if anybody over there wants walnut, he must take our black walnut or nothing. Therefore, the chance of increasing the sales of our walnut appears good.

Our oak must compete abroad with high-class European and Japanese oak. It is as good as they, but we can hardly claim that it is better. It cannot keep Japanese oak out of our own Pacific coast states, and there has always been some English and Austrian oak sold in our eastern states. When our oak competes with European oak in Europe, and Japanese oak also, it will have a fight if it gains much. Its chance, whatever chance it has, will depend upon capturing the markets before the old world oak lumbermen get on their feet again after the war. For that reason it is hoped that our commissioners abroad will drive the entering wedges quickly and firmly.

Our red gum should have a relatively easy road. It has no competition of importance over there. Walnut was formerly a competitor, but it can hardly be so any more. The chance of increasing our exports of gum seems promising.

Ash will have to compete with European ash, but it has been able to do that during the past two hundred years, and it should have no trouble in doing it now. Native ash must be pretty scarce in Europe by this time.

Yellow poplar has no direct competitor in Europe or anywhere else; but it is not indispensable. The European linden, which corresponds to our basswood, is the closest competitor, but it is not so desirable for fine panel work as yellow poplar. Our poplar ought to sell well over the sea, as it has always done.

Possibly our maple will have the largest sales in the form of flooring; but it will not have the field all to itself. There is maple in Europe, and there are also several other woods which make good floors.

Our hickory has no competitor there for certain uses, but for others it must meet keen competition, and it can scarcely be expected to show largely increased sales.

We have several other woods which have gone to Europe in the past and for some of them there is a chance of increasing the sales. Europe has so much birch and beech that ours cannot gain much ground. The same holds true of elm. Locust that makes excellent treenails must compete in Europe with satisfactory woods from Australia; besides, it is doubtful if we shall have much locust left when we have built our own wooden ships. Dogwood and persimmon for shuttles, and red cedar for lead pencils will likely hold about the trade they enjoyed before the war. At least, no likelihood of greatly increasing their sales is now apparent.

Segregation of Costs

OPERATORS SHOULD ENDEAVOR to get actual costs in each department of their logging and milling operations in order that totals may be dependable, and may supply valuable data by which to compare present with past operations, and present with future figures in years to come. To attain that object, the cost sheets should show, separately, the actual cost of cutting, of hauling, and of delivering the logs at the plant. To this could be added the cost of manufacture, of sales, and of the overhead; and from these items the profit on the whole transaction can be figured and the whole system should so far as possible cover each wood separately.

It is true that one man's cost may not always be compared with another's, on a similar basis; but the man who knows accurately his own cost has a basis on which to work. The situation of oak is a case to the point. The present price of that wood seems entirely too low, when compared with other timbers. It costs as much as they to log, to manufacture, and the standing timber shows the same increase in price as they. Yet no one hears serious complaint on the subject from the operators. Is it because they fear that competition is threatening the volume of their business, or because they cannot see the true situation? If this is the case, what would it mean if oak slumped five dollars a thousand? How will that slump compare with a similar slump in gum, birch, maple, or ash whose present prices are relatively higher than oak's? When this view of the matter is taken, it brings out the necessity of accurate and complete figures on costs so that each item can be examined separately.

We usually think of mahogany either in the form of standard lumber or veneer, but a lot of mahogany is marketed in the form of dimension stock, and likewise it is quite an item in the dimension stock business.

Some of the mill yard surroundings were made to look like farm yards this year, and we may add in passing that the gardening spirit is a good thing to keep alive and working every year.

While lumber has advanced some in price, a bushel of wheat or of corn will buy considerably more lumber now than it would three years ago.

Lumber News from Washington

Good Prospect for Centralized Government Purchases

The lumber purchase and building construction work of the War Department, it is reported, has been centered in the division of which Brigadier General I. W. Littell, the quartermaster officer who had charge of constructing the army cantonment, is chief. This action reported to have been taken by Secretary of War Baker is approved generally by lumber manufacturers who have been busy here on war work for some time, because it is believed it will result in simplifying the method for lumbermen to deal with the War Department.

It would stop the practice, it is said, of army purchasing officers in various branches of the service buying lumber in competition with each other, which has resulted in very high prices being paid by the government in some cases. It would consolidate under one head building operations that have been distributed among the quartermaster department, which erected the cantonments and army camps; the signal corps, which has been building aviation schools, camps, fields and storehouses in many parts of the country; the ordnance bureau, which has been doing some building in connection with the artillery branch of the service, and the engineer corps, which is concerned in the construction of fortifications, storehouses, certain wharves, etc., in this country, as well as military construction work with the United States army in France. The last class of work, it is thought, however, may be left with the engineer corps.

The reorganization of the army construction bureau has been marked by the departure of Major Hamilton of the reserve corps, who had charge of certain lumber purchases for cantonment construction under Gen. (then Col.) Littell. Major Hamilton favored large lumber purchases of local lumbermen on the open market instead of buying direct from the manufacturers through the committee on lumber, and he frequently clashed with members of that committee and other lumbermen. Major Hamilton is reported to have become purchasing officer for the American International Shipbuilding Corporation, which is to make fabricated steel ships for the government.

Gen. Littell is a strong believer in doing business through the lumber committee and the lumber trade emergency bureaus, and some of the latter, which have not had much government business, hope to receive better treatment from him than they have had from some of the other purchasing officers of the government. It is thought, for instance, in some quarters that there is room for building up a big government business with hardwood emergency bureaus. Some hardwood lumbermen feel quite badly because they say their organization has been discriminated against by the shipping board, which on the other hand refuses to buy pine and fir ship stock except from emergency bureaus representing these trades.

There would be still more opportunity for the trade bureaus to do business systematically with the government if all the government emergency construction work were centralized under Gen. Littell and if all the government purchases of lumber were centralized under one purchasing agency. However, it is doubted if the former of these contingencies will occur, and certain government departments never have gotten into the joint purchasing scheme.

The Navy Department is one of these, but there are reports that it soon will be working in full accord with the joint purchasing agency of the war industries board, Council of National Defense. Recently confusion was created by the Navy Department going upon the market for some 20,000,000 feet of lumber and timber, hardwood and softwood, much of it like that commandeered by the Emergency Fleet Corporation for wooden shipbuilding. This apparent conflict, it is understood, is being smoothed out by government officers with the assistance and co-operation of the Council of National Defense and the lumbermen. The understanding is that whichever branch of the service needs the stuff most will get it first.

The priority committee of the war industries board, Council of National Defense, has been created for that purpose, and Mr. Demsey of the Long Bell Lumber Company, secretary of the committee, will try to see that everybody gets a square deal. The navy wants the stuff it is now on the market for, it is reported, to lay aside in navy yards for use as required later. The shipping board has emergency need for ship stock immediately. The navy proposition, it is said, is not good policy any more than was the plan proposed in the War Department to establish a big government storage yard at Mobile, Ala., to stack up quantities of timber for possible use in France at an indefinitely later date.

Several of the lumber trade emergency bureaus have proposed reduced prices for cantonment stock for the month October 11 to November 10. There has been an average reduction of 1.25 per 1,000 feet on lumber furnished by the Southern Pine Bureau for this purpose, and it is reported that that price has been met by certain other bureaus, although some have refused to meet it. The reduced prices are understood to have been approved by the lumber committee and the War Department. Reductions on some items have been as much as $4 or $5 per 1,000 feet. The general rule is to follow the commercial market.

Wood Indispensable to Government

Wood as a construction material has been approved by the government not only in the case of the cantonments—it has ordered nearly 10,000,000 feet of lumber for the construction of a big frame structure at Washington to accommodate the army bureaus that have been squeezed out of the War Department building. The building will have 1,000,000 feet of floor space, it is understood. The government is also building here of wood buildings for the Council of National Defense and other branches of the war service.

It is reported that the sixteen national guard camps are to be increased to the full size of the national army cantonments. If so, there will be orders for fifteen or twenty million more feet for each camp.

The Douglas Fir Emergency Bureau reports having received orders for nearly 500,000,000 feet of lumber for wooden ships, cantonments, Hog Island, etc., including 41,000,000 feet of Douglas fir airplane stock for several of the anti-German governments, at $55 per 1,000 feet f. o. b. mill, and 117,000,000 feet of spruce aircraft stock, for the American and other allied governments.

The hardwood and hemlock bureaus are said to have received orders for about 75,000,000 feet of lumber from the government for war purposes, the Southern Pine Bureau for perhaps 325,000,000, the North Carolina bureau for over 200,000,000 feet and the Georgia-Florida bureau for a large quantity.

Buying Hardwood Schedules Below Maximum Figures

Hardwood ship schedules for the vessels that are being built for the United States Shipping Board, it is reported, have been ordered of various lumbermen at prices ranging from $68 to $86 per 1000 feet. The shipping board, through the Emergency Fleet Corporation, is understood to have fixed a maximum price of $90 per 1000 feet it would pay for hardwood ship schedules. This was after the Southern Hardwood Emergency Bureau did not reduce its price on hardwood ship schedules below $100 per 1000 feet for all except one stick, which was quoted on the basis of $150 per 1000 feet, which prices were agreed upon by the committee representing the hardwood emergency bureau and were deemed reasonable by the lumber committee, Council of National Defense.

Having fixed the maximum price of $90 per 1000 feet for hardwood schedules, the fleet corporation, it is said, has never had to pay that much. Whether it will be proposed later that the prices now agreed upon between the corporation and many hardwood hewers, wholesale and retail dealers, small mills and other individual concerns with whom it has placed orders for hardwood ship schedules, be increased as was done in the case of yellow pine ship schedules is not known.

F. K. Paxton, assistant purchasing agent of the fleet corporation, says that there is no change in the policy that has been adopted of purchasing hardwood schedules from individual concerns instead of from the Southern Hardwood Emergency Bureau. However, the

latter received some orders for hardwood ship schedules before the policy was adopted of placing orders elsewhere.

The developments of interest to the hardwood industry in connection with the wooden ship building program are the report that a lot of oak flitch timber may be ordered to be used instead of yellow pine flitches in some instances, and that osage orange has been tested to determine its suitability for the manufacture of treenails for use in building wooden ships. It is said that osage orange has been found satisfactory, and the present understanding in hardwood lumber circles is that it may be used for treenails as well as locust, oak and eucalyptus, heretofore specified for that purpose.

Hardwoods Not Affected by Commandeer Order

The second commandeer order of the shipping board did not hit hardwood any more than the first order of this kind. The second one merely modifies the first commandeer order with reference to yellow pine timbers, so that it will not apply to car sills, some other car stock, certain bridge timbers and other materials not needed by the shipping board in such quantities as they are available. The modification also excludes certain lumber and timber over 30 feet long, absolutely all of which was commandeered under the first order.

Lumbermen say that the new order will ease up on many mills which are loaded up with some of the smaller stuff that the shipping board previously commandeered. It will relieve the demand for some of this material in the market and enable mills cutting ship schedules to unload some of the stuff they have on hand. The modification was recommended by prominent lumbermen and by railroad men who thought that the building of cars might be stopped under the first order.

The modification does not go so far as to permit free shipment of the larger timbers actually needed by the shipping board, but which are not up to that body's standard of specifications as to grade, etc., but it is expected that the shipping board officials will be lenient in this matter as in the matter of boards and other stock not very heavy but which is included within the terms of the new order to commandeer all lumber having a 12 inch face and 24 feet or longer.

The policy of the board officials, it is understood, has been to permit many individual shipments for private purposes even under its first commandeer order, which was much broader than the new one. Such permissions were granted pending modification of the order and because the board officials realized that they did not need everything they commandeered at first. The modified commandeer order as signed by Admiral Capps, general manager of the Emergency Fleet Corporation, is as follows:

The need for lumber in the larger sizes for shipbuilding purposes is so great that it appears to be necessary to take radical steps in order to secure the success of the wood shipbuilding program. On account of unsatisfactory deliveries to date, we find it necessary to control, to a certain extent, the sawmill output of large sizes in long leaf yellow pine.

By authority vested in the President of the United States by Congress in an act entitled "An Act making appropriations to supply urgent deficiencies in appropriations for the military and naval establishments on account of war expenses for the fiscal year ending June 30, 1917, and for other purposes," which act became a law on June 30, 1917, and by authority delegated to the United States Shipping Board Emergency Fleet Corporation by executive order of the President in his proclamation dated the 11th day of July, 1917, copy of which is attached hereto: I hereby require and order:

That you place at the disposal of the United States Shipping Board Emergency Fleet Corporation all long leaf yellow pine lumber produced by you having a face 12" wide or over and a length of 24' or longer, and deliver the same, or parts thereof, in such quantities and at such times and to such persons as may be specified in orders hereafter to be given you, and that you do not sell or dispose of said lumber or any part thereof unless you first obtain authority from the United States Shipping Board Emergency Fleet Corporation or the Priority Committee of the War Industries Board.

This letter supersedes all previous instructions of a similar nature. An immediate acknowledgement of the receipt of this letter is requested.

Confident of Continuance of Wooden Ship Program

The shipping board has been permitting shipments of 30-foot stock by mills that are not cutting ship schedules.

The question of a retroactive price for the first 100 yellow pine ship schedules was not settled at the last reports. F. L. Sanford, representing the Southern Pine Emergency Bureau ship price committee, was in touch with the shipping board officials for some days carrying on negotiations over the matter, but there was no agreement before he returned south. The lumbermen want $40 or more per 1000 feet, it is reported.

It is further reported that as a result of the alleged disagreement on the subject between the lumbermen and the shipping board, the Federal Trade Commission has been asked to serve practically as arbitrator, in accordance with the terms of the understanding reached some time ago between the board and the southern pine people. The trade commission has been investigating the cost of production in the lumber industry for some time, especially with reference to ship schedules, but its report is said not to be ready. With a view to getting quick action in the way of a report which will be utilized by the shipping board in fixing the retroactive price on ship schedules, it is said that a number of lumbermen have advised the commission that they will waive hearing on the tentative findings of the commission as to the cost of production.

The trade commission's investigation has gone far enough to convince lumbermen here who are well informed that pine ship schedules ordered by the government hereafter will be paid for at prices a good deal higher than those heretofore agreed to by the government authorities. If this should turn out to be true, the question is likely to be asked, Why should not hardwood ship schedules bring higher prices also? as the cost of production, including labor and materials, and the difficulties of operation, have increased in the hardwood industry as well as in other branches of the lumber industry.

That there can be and probably will be a great many more ship schedules produced in the United States than have yet been ordered unless the war should suddenly come to an end, is the belief of lumbermen here who are well informed about the timber resources of the country. They hold to this belief despite recurring reports that the wooden ship program has been abandoned, etc. The basis for the latest report along this line is apparently found in a letter from Admiral Capps to Senator Chamberlain of Oregon, in part as follows:

As you will recall in our very recent interview, I stated at considerable length the conditions governing the action of the fleet corporation at the present time with reference to the construction of wooden vessels. The present unsettled conditions of labor on the west coast and the difficulty of obtaining material of sufficient quantity and with sufficient promptness on the Atlantic and Gulf coasts are seriously interfering with our wooden ship program. I also stated very frankly that the building of comparatively small capacity wooden vessels if large capacity steel vessels could be built as quickly was not to the advantage of the government in this crisis.

This was dated September 17 and it is claimed that conditions, especially in the South, have improved considerably since then. Although writing against wooden ships, there is reason to believe that government officials, who realize the seriousness of the submarine campaign, would be glad to have more wooden ships or any other kind of vessels. As a matter of fact, it is claimed that the full wooden shipbuilding resources of the country are not being utilized. There are said to be many small yards that are not being utilized, the policy seeming to be to give contracts to large yards and to build government shipbuilding yards, which takes a long time.

In connection with the latter it is reported that 50,000,000 feet or possibly more timber and heavy lumber will ultimately be required to build docks, ship ways and other preliminary construction at the Hog Island government shipbuilding plant where the fabricated steel vessels are to be put together, it is said, at the rate of one per day, more or less.

Orders for 20,000,000 feet of this stuff, besides a lot of piles, have been distributed at the suggestion of the lumber committee. Piles were ordered by the thousand from the Georgia-Florida Yellow Pine Emergency Bureau, it is understood, at 8 cents each. The same bureau received orders for about 3,000,000 feet, dividing with the Southern Pine Emergency Bureau on the basis of one-fourth and three-fourths, the order for some 12,000,000 feet of timber less than 12 inches square. The Douglas Fir Emergency Bureau was given orders for about 8,000,000 feet of timber 12 by 12 inches and larger for Hog Island construction work.

One difficulty about the government shipping program, it is asserted, is the lack of terminal facilities sufficient to handle the traffic that will be borne overseas for American army and allied needs.

Transportation and terminal experts are urging administration officials to take up this question, with a view to the government funding, if necessary, vast terminals, docks, wharves, storehouses, elevators, railroad yards, warehouses, etc., at Atlantic and Gulf ports whence the American armada can sail to Europe, as well as storage facilities, etc., at leading interior railroad and market and distribution centers. It has been estimated that such a program would cost $200,000,000 or more to carry out, and necessarily it would require vast purchases of lumber and timber of many kinds.

The wooden shipbuilding program may have smoother sailing following a shakeup in the organization of the Emergency Fleet Corporation under the shipping board. Changes of importance in personnel are about due, it is understood. The changes are calculated, it is believed, to untangle complications that have arisen over wooden ships. Men have been told by officials connected with the fleet corporation, it is reported, that the government wanted no more wooden ships, but upon seeing Chairman Hurley of the shipping board later have learned that all the ships possible of all kinds are needed. Many lumber mills have helped loyally in the ship program, but others are reported to have succeeded in "getting by" some officials without being required to do their bit. There is said to be entire harmony between Mr. Hurley and Admiral Capps, general manager of the fleet corporation, but trouble with certain other officials.

F. L. Sanford and W. H. Sullivan are expected in Washington the latter part of this week to take up certain matters connected with wooden ships with the government representatives.

Millions of feet of lumber are needed in preliminary construction at yards where the navy is to build torpedo boat destroyers and submarine chasers. An example is found in a recent order for 3,200,000 feet of timber given to the Southern Pine Emergency Bureau for shipyards at Black Rock near Buffalo and Squantum, Mass., where destroyers are to be constructed by the Aberthaw Construction Company.

Orders for War Accessories Using Hardwoods

Opportunities for hardwood manufactures are seen in the announcement that the Medical Supply Depot of the army in Washington will receive proposals about the last of the month for furnishing and delivering hickory ax helves, boxes for bed pans and urinals, pack mule boxes, bread boards, commode chests, cooking utensil chests, tableware chests, mess chests, sterilizer chests, and field desks.

A special agent of the Department of Commerce reports that a new university building is to be erected in South America and that the necessary fittings consisting of furniture, school seats and other equipment will be purchased as soon as the building is completed.

A large amount of finishing lumber will be needed to complete the construction of the new Dominion parliament buildings at Wellington, New Zealand, to accommodate the 1918 session of parliament. Consul General Alfred Winslow has reported from Auckland, N. Z. The consul has also reported that the New Zealand parliament has appointed a committee to select the furniture for the new building. Consul Winslow says that he submits this information "with the idea that American manufacturers may desire to compete for such articles as seats, desks, and wardrobes, in which case communications addressed to the committee will doubtless receive attention.

Suggest Draft of Woods Workers

Suggestions have been made to officials in Washington having to do with the war that not only should workers in the spruce industry and perhaps other branches of the lumber industry be exempt from the army draft, in order to insure adequate supplies of aircraft stock and other necessary materials for military and naval purposes, but that labor should be recruited by volunteer or conscription methods if necessary in order to conduct certain branches of the lumber industry at the maximum of efficiency. Reference is had especially to the cutting of spruce timber for aircraft stock.

There is opposition to all of these propositions, it seems. Indications do not point to the exemption of industries instead of individuals in the next draft, although there are many who favor some such plan. Volunteer recruiting of labor, it is said by some officials, will not be successful generally because workers will prefer a civilian [illegible] labor, who say they will never consent to such conscription, and that labor will do its duty without being conscripted.

Twentieth Engineers Recruiting Rapidly

[illegible]

Major [illegible] recruiting for the Twentieth Regiment, commanded by Col. W. L. Hu[illegible] at the rate of 150 to 200 per day. Efforts are being made to secure the quota of 1,200 men by November 1, the date set for the regiment to be ready to go overseas. Practically all the men for the regiment, who are mostly from the lumber districts of Pennsylvania and adjacent States, have been secured, the remainder to be obtained from Pittsburgh and vicinity, it is said. Here there are many lumbermen and others who have had experience in handling men.

About 200 of the men of the Twentieth Regiment [illegible] have had commissioned officers or have given promise of receiving commissions, are to be sent to an eastern point where they are expected to be trained as officers for the service of [illegible] battalions of the regiment, who will do much heavy work in the French forest.

Besides officers whose names have [illegible] to the Twentieth Regiment, the following additional officers have been ordered to it: Captains C. E. Clark, J. C. Perry and F. W. Hemphill; First Lieutenants F. R. Prince, M. Nace, W. O. Gross, D. P. Starr and R. W. Pilling, and Second Lieutenants M. L. Johnson, H. T. Hopkins, M. H. Grover, Jr., E. S. Brush and L. B. McDaniel.

It is learned at the Forest Service that within the next few days the remainder of the lumbermen recommended for commissions in the Twentieth Regiment will be nominated to the War Department, which will examine them as occasion requires and call them to report for duty when needed for other battalions of the Twentieth Regiment or for additional forestry troop contingents.

Personals of the Lumber War Workers at Washington

E. Sherman of Chicago has succeeded temporarily Franklin Smith of the Forest Service as secretary of the committee on lumber, Council of National Defense. Mr. Smith has gone on a vacation, after which he may return to the forestry bureau for duty or obtain a commission in the second forestry regiment.

Associate United States Forester Albert Potter has gone West to four national forest headquarters for a month to see how war work is getting along.

C. H. Worcester of Chicago is back here on the job at Washington as a member of the lumber committee and C. S. Long of Tacoma, Wash., another member of the committee, has gone West.

Among the lumbermen recently in Washington were J. A. Buckhanan of Buckhanan & Co. and C. R. Burford of the Louisiana & Arkansas Railway, which the lumber company is said to control.

The Webb bill to permit combinations in the export trade, which many lumbermen favor strongly, has been made the unfinished business on the Senate calendar to be brought up for consideration and action by the Senate at the next session of Congress. It was deemed impracticable to push the bill at the recent session.

Interesting Opinion on Tax Deduction Plea

Some lumbermen and owners of standing timber have not felt that the timber industry is being treated fairly under the new war revenue law. One reason for this feeling is found in the fact that in carrying on his business it is claimed that the lumberman is using up his capital by cutting his standing timber. On that account greater deductions from gross income have been desired before the income or excess profits taxes should begin to accrue. Lumbermen have stated their case to Representative Kitchin of North Carolina, chairman of the ways and means committee of the House of Representatives, who has replied to one of their points as follows:

I have had owners of oil wells and of coal mines and lumbermen tell me that each day in carrying on their business they are exhausting their capital and ought to have a reduction in some way on their excess profits tax on this account. They are mistaken. They are not exhausting their capital each day, but instead they are getting their capital back each day. For instance, suppose I put $100,000 into standing timber costing, say, $5 a thousand feet, and erect a sawmill and cut it into lumber. Every time I cut a thousand feet I charge that up as cost of raw material along with the cost of labor and other expenses. When I sell that thousand feet of lumber I add the cost of the standing timber, labor cost, and other expenses to the price for which sold. Five dollars of my principal is returned to me with a profit on it upon the sale of each thousand feet. Instead of exhausting their capital daily, a part of their capital is each day being returned to them to be again invested.

Suppose I buy standing timber for $100,000 and the next day sell it for $150,000. I have sold all of it in one sale and got my capital back the next day and $50,000 profit. Suppose I cut it up into lumber and sell it in that way, taking a year in which to cut it, each day I put and sell I get part of my capital back. When I have sold it all I have got my capital back and the profits on my investment. [illegible] should not have a deduction on the whole amount of original capital when in the nature of the business his capital is from time to time returned to him as in the [illegible] of timber, oil, and mines. [illegible] returned capital should not be used as a basis of [illegible]

Major Wood Arrives in France

Major G. L. Wood, vice president and general manager of the R. E. Wood Lumber Company, Baltimore, Md., whose appointment as major in the forestry service of the United States has been announced in the HARDWOOD RECORD, has arrived safely in France, word to this effect having been received at the office of the company some days ago. Major Wood has temporarily severed his connection with the company in order that he might take up duties with the forestry forces behind the firing lines, where the men will be used in getting out lumber and other wood products needed for military operations or to carry on the reconstruction in progress. He is one of the lumber experts who have thus resolved to give their special knowledge to the country during the war. Practically all of his life has been spent in the lumber business and he is familiar with every phase of it, from the logging operations to the mill and even through to the consumer. He has given much time to supervising the operation of the company's mills in West Virginia, North Carolina and Tennessee, and is exceptionally well equipped for the task he will be called upon to perform during the war. Prior to sailing he spent much time in Washington conferring with the military authorities.

Will Act As Lumbering Expert on Colonel's Staff

A well-qualified patriot might properly be described as one whose past experience fits him exactly for the position which his government desires that he serve. A striking example in mind is F. M. Bartelme of Minneapolis, Minn., a well-known young lumberman of the Northwest who has become captain on the personal staff of Colonel W. A. Mitchell, commanding officer in the engineering corps, and in that position will act as advisory lumbering expert and supervisor and inspector for Colonel Mitchell in his command over the forestry operations on the European western war front. Captain Bartelme, who for several years has been president of The Bartelme Company, and vice-president of the Bartelme-Lloyd Company, hardwood concerns of Minneapolis, is qualified for the task Uncle Sam has selected for him for the following reasons:

Beginning in 1902 he worked for four months about the sawmill and lumber piling yards of the Upham Manufacturing Company, Marshfield, Wis.; then in turn worked as tallyman and lumber inspector, and for a period of several months following sold lumber on the road for Upham & Agler of Chicago; later with the Wisconsin Oak Lumber Company, at an operation in northern Wisconsin, he experienced every job in lumbering and sawmilling from the time the ground was first broke in building a logging railroad into the timber through almost every capacity a sawmill affords a workman. Then for two years he was northern buyer for Upham & Agler, and before starting in business for himself in 1908, he had experienced every activity in woods work and the manufacture and merchandising of lumber. The Bartelme Company, which was organized in 1908, was incorporated in 1910, and has continued since as an extensive wholesaler of hardwoods. The Bartelme Company also operates a distributing yard at Cairo, Ill., for the southern hardwoods that it handles. The Bartelme-Lloyd Company, of which he is also an officer, wholesales and retails hardwoods in Minneapolis, handling both native and foreign hardwoods. Mr. Bartelme, who is the son of F. M. Bartelme of Chicago, president of the Keith Lumber Company, one of the largest dealers in native and foreign hardwoods in the city, is also one of the organizers and is a director of the Langlade Lumber Company of Antigo, Wis.

Mr. Bartelme was originally recommended and chosen by the Forestry Department and lumber committee of the National Council for Defense as major of the forestry battalion comprising lumbermen and woodsmen for the Great Lakes district, but it later developed that he could not be nominated for the post because he is not forty years of age—he is only thirty-five. There will be ten forestry battalions in the engineering branch of the service, each commanded by a major and the entire command under Colonel Mitchell, who is colonel of the corps of engineers. When it was learned that Mr. Bartelme is too young to be a major, Colonel Mitchell offered him the place as advisory lumbering expert on his personal staff, a place he accepted with the rank of captain. He is now in the East ready for service abroad, and while away his hardwood concerns at Minneapolis will be operated along lines as usual.

President Bartelme of the Keith Lumber Company is entitled to hang out a service flag bearing two stars, because another son, T. T. Bartelme, is in the service of the American Red Cross and just a few days ago he returned from France after having been in that country two months on a special mission. T. T. Bartelme, who is the youngest son, was formerly connected with his brother, F. M. Bartelme, at Minneapolis, but several months ago retired and traveled on account of his health. After being in Italy for a year he went to South America to look after the foreign hardwood interests of the company of which his father is president, which are extensive there. Having fully recovered his health, he offered his services to the Red Cross at the outbreak of the war, and since then has served in important capacities. In view of what his sons are doing to help their country with the war F. E. Bartelme is one of the proudest fathers in Chicago.

Another Lumberman Reaches French Soil Safely

Second Lieutenant Roy Cookston, serving with the Tenth Engineers, the first forestry regiment going abroad, is reported to have reached France safely with the unit with which he sailed towards the middle of August. Mr. Cookston has been a timber man during all of his business career. He is twenty-six years old and was born in Louisiana. He has been with the Utley-Holloway Company, Chicago, now for some little time, having left the Pioneer Pole & Shaft Company at Memphis to take up his new connection.

Mr. Cookston during his services with the Utley-Holloway Company spent all of his time in the woods and around the southern mills. He has been a timber looker and estimator and spotted and estimated the big tract of hardwood near Clayton, La., which the Utley-Holloway Company will soon be operating on with its new mill at that place. He spent considerable time of late going around among the southern mills and looking over and buying up blocks of hardwood lumber which fitted in with the trade handled by the Utley-Holloway Company.

He left the company toward the end of July and went directly to Washington, going into the forestry regiment in Canada, and as stated, sailing with the first contingent of the woods workers.

Imports Records Broken

For the first time in the history of American trade the imports of raw materials passed the billion-dollar mark during the fiscal year 1917. According to statistics published by the Bureau of Foreign and Domestic Commerce of the Department of Commerce, the exact total was $1,109,655,040, a noteworthy increase over the $948,825,500 in 1916 and the $632,865,860 in 1914, the last normal year before the war.

G. L. WOOD, BALTIMORE, OF TENTH ENGINEERS (FOREST) NOW IN FRANCE.

F. M. BARTLEME, MINNEAPOLIS, ADVISORY LUMBERING EXPERT IN ENGINEERING SERVICE.

SECOND LIEUT. ROY COOKSTON WITH TENTH ENGINEERS (FOREST) NOW IN FRANCE.

The Lumberman's Round Table

The Value of Government Business

One of the principal lumbermen of the country, commenting recently on the large amount of government business now being handled by his concern, expressed the fact that it is highly desirable in many ways, but especially in the expedition with which it can be handled. Government materials have the right of way, and hence when a lumberman has a contract to supply lumber to Uncle Sam or to some contractor who needs it in making a product being used by the government, he is in a position to get service from the railroads which might not be available otherwise.

In fact, this particular lumberman said that government representatives usually see to it that cars are furnished promptly to take care of the movement of materials being used on contracts for army materials and supplies. With the scarcity of cars the biggest difficulty in the way of keeping business up to the right point, it is obvious that this is a very satisfactory feature of government work, entirely apart from the matter of assisting the country in the successful prosecution of the war.

This situation may be rather rough on the private buyer, and undoubtedly is handicapping him in many ways; but right now service of the nation comes before everything else.

Changing the Business Line-Up

The business which is cast in hard and rigid lines is the one which is having most difficulty getting along today.

Conditions have changed so rapidly in the past year that only the lumberman who is alert mentally, and who has promptly changed his alignment to meet the new situation as it has developed, has been in a position to make the most of his opportunities.

Mobile armies are the only ones that are worth while. Force must be movable and elastic to be most effective. So with business organizations; they must be in shape to respond to and to adapt themselves to changing conditions of every kind.

For example, the demand for hardwood lumber has changed in many ways. Probably the most active mover at present is 6/4" lumber, because so many items used in war work, such as truck body construction, aeroplane stock, etc., are wanted in that thickness. The lumberman who realized the situation cut more 6/4" and less 4/4" lumber. In the same way the hardwood man who kept up with conditions and realized that quartered oak was going to be used in making aeroplane propellers put himself in line to supply material for that purpose, instead of waiting for the government to send an inspector around and tell him what he must prepare to do. In short, the successful lumberman today is the man who is not asleep at the switch, but who is watching for every new development, and getting his whole organization in line with it.

Training the Office Man

The office manager of a certain hardwood concern, who is regarded as an extremely efficient member of its organization, is naturally fully occupied with the routine of office work, and seldom gets out into the yard or has occasion to visit the mills where the product which the concern is selling is manufactured.

Yet he has had intelligence enough to appreciate the fact that his knowledge of the business will necessarily be limited by his knowledge of production and of the practical details of lumber manufacturing. Therefore he has lost no opportunity to acquaint himself with the situation, and to improve his efficiency along these lines.

Many another man, content to know that his work inside the office was satisfactory, would have refused to take an interest in the business outside of his particular domain, but would have confined his efforts to such matters as accounting, billing, etc. These are important things, of course, but they are not all-important.

The office man referred to recently had a vacation of two weeks coming to him. He could have spent this time at home or visiting the bright lights of the big cities. He might have gone fishing or rested in the country. But he did none of these things. He asked that he be sent to the mills during that time, explaining that the change and outdoor life would be pleasant and agreeable to him, and that it would enable him to do better work for the company, by reason of his enlarged outlook and his increased familiarity with the production end of the business.

The [illegible] more than glad to arrange matters in this way. It goes without saying that the office manager will be of more value to his company than heretofore, and that the time invested will be of real benefit to him and to his employers. There is no doubt that enthusiastic effort in this direction will inevitably make its own reward; and that it is appreciated by the concern which gets the immediate benefit is also the [illegible]

Excess Profits and Working Capital

One of the unfortunate features of the war tax on excess profits is that in most cases it must be taken from working capital and not from an idle surplus unemployed in the business.

That is to say, the profits of an active business, and especially an active lumber business, are not as a rule cash profits, but are represented by inventories of lumber on hand and in transit, book accounts, plant and equipment, etc. Even though these are large and represent an excellent margin of profit on the business handled, it is unlikely that the lumber concern is "flush" in the sense that it is overburdened with cash.

Concerns which have done well have gone ahead increasing their facilities. The wise lumberman who has made money has put it back into his business, either by buying additional timber, adding to his manufacturing equipment, so as to produce lumber more efficiently and more economically, or extending his business along some other line. Hence the excess profits tax means, in effect, the withdrawal of working capital from a business which in most cases needs that capital.

The war revenue measure is a law and will be enforced, but it seems worth while to call the situation to the attention of lumbermen, so that in planning their business they will take into account the provisions that will have to be made for the payment of the tax. Likewise, it is to be hoped that this burden, justified only by the extraordinary needs of the government, will be lifted as soon as conditions warrant.

Campaigning Against Wood Wheels

Are manufacturers of wood wheels for motor trucks and other automobiles going to allow their product to be put on the taboo list without an effort?

The new standardized motor trucks of the government, two of which have been put in service already, are fitted with wooden wheels, but one of the principal motor truck publications comes out with this statement:

"It is indeed unfortunate that the two standardized United States Army motor trucks will be fitted with wooden wheels when the government is anxious to have nothing but metal wheels. There seems to be some doubt in the mind of the board having the standardized truck work in hand whether a sufficient quantity of metal wheels can be had in time."

This publication then proceeds to enlighten the government by publishing statements from leading manufacturers of metal wheels, who say that they are in a position to produce them in sufficient quantities to take care of the demand in connection with the standardized trucks.

Wood wheels have been standard equipment in the automobile field for a long time, and it is doubtful if there is any record showing that they have not held up in service. There likewise seems to be no reason to doubt the ability of manufacturers to supply them. But in view of the aggressive work being done to give metal wheels for government trucks the precedence, it looks as if manufacturers of wood wheels and parts for them ought to take some interest in the situation before a final and adverse decision is rendered.

Many of the box factory owners are kicking and fussing about the increased price of box lumber. Why not get more for the boxes? With a demand that taxes the box making capacity of the country it should be comparatively easy to get any reasonable increase in box prices.

WE OFFER
FOR IMMEDIATE SHIPMENT TO YOU

Quartered White Oak
108000′ 1/4″ No. 1 Common
21800′ 5/8″ Select, 6″ & Up wide
20000′ 5/8″ No. 1 Common
30000′ 3/4″ 1s & 2s
33000′ 3/4″ No. 1 Common
11000′ 3/4″ No. 2 Common
50000′ 4/4″ Select, 6″ & up wide
11000′ 6/4″ 1s & 2s

Quartered White Oak Strips
20000′ 4/4″ Clear 2½-3½″

Plain White Oak
26000′ 5/8″ 1s & 2s

Quartered Red Oak
40000′ 5/8″ 1s & 2s
14500′ 3/4″ 1s & 2s
11000′ 4/4″ 1s & 2s

Elm
15000′ 4/4″ Log Run
40000′ 12/4″ Log Run

Poplar
31000′ 4/4″ 1s & 2s
43000′ 4/4″ Saps & Selects
34000′ 4/4″ No. 2 Common
20000′ 4/4″ Boxboards 13-17″

Cypress
15000′ 4/4″ No. 1 Shop
12000′ 5/4″ 1s & 2s
15000′ 8/4″ 1s & 2s
10000′ 8/4″ Selects

Quartered Red Gum, Sap. No Defect
20000′ 8/4″ 1s & 2s
15000′ 8/4″ No. 1 Common
61000′ 10/4″ Common & Better
10500′ 4/4″ 1s & 2s

Hickory
16000′ 6/4″ Log Run
15000′ 8/4″ Log Run
10000′ 10/4″ Log Run

This Stock is all of very good quality and condition

In White Oak Nothing but Forked Leaf Logs Reaches Our Mill

NICKEY BROTHERS INC.
Memphis Tennessee
"NONE BETTER"
LUMBER VENEERS

Veneered Goods Here to Stay

Published Opinion Notwithstanding, the Future of the Furniture Industry Will Depend Upon Well-Made Veneering

PREPARE THE WREATHS. Veneer and panel men, bosses and bossed, who depend on the furniture trade for your daily bread, make ready for your demise. You sellers of, or workers in, glue, who have aught to do with laminated work for furniture men, take heed lest the future finds you idle. Particularly you vegetable glue manufacturers, who have practically no field outside the wood-working trades, listen to the approach of the slow and mournful music. All mentioned directly or indirectly tremble, for a prophet has called the turn, and the end of your world approaches.

You wonder why the raving. Give your attention to the following extract from an editorial which recently appeared in a furniture trade paper of no mean repute. Wrote the editor, in a sort of a resume of furniture styles:

> It is the writer's opinion that a new style is showing up. This style, when it has gained popularity, which I predict will be within a couple of years at most, will be called "Renaissance." It will not be Anglicised, but purely our own. It will have honesty written all over it — **there will be no "veneers" to peel off.** Veneering was all right when properly done, but glue was all the old artisans thought of using. Nowadays most factories are using a mixture of sago and common flour. What few pieces we have seen presaging the coming of this new style have embodied many structural features borrowed from Italian peasant furniture. They were keyed together, fashioned with tenons which hold the principal members intact—solid lumber was used, in fact the pieces were **built**—not stuck together.

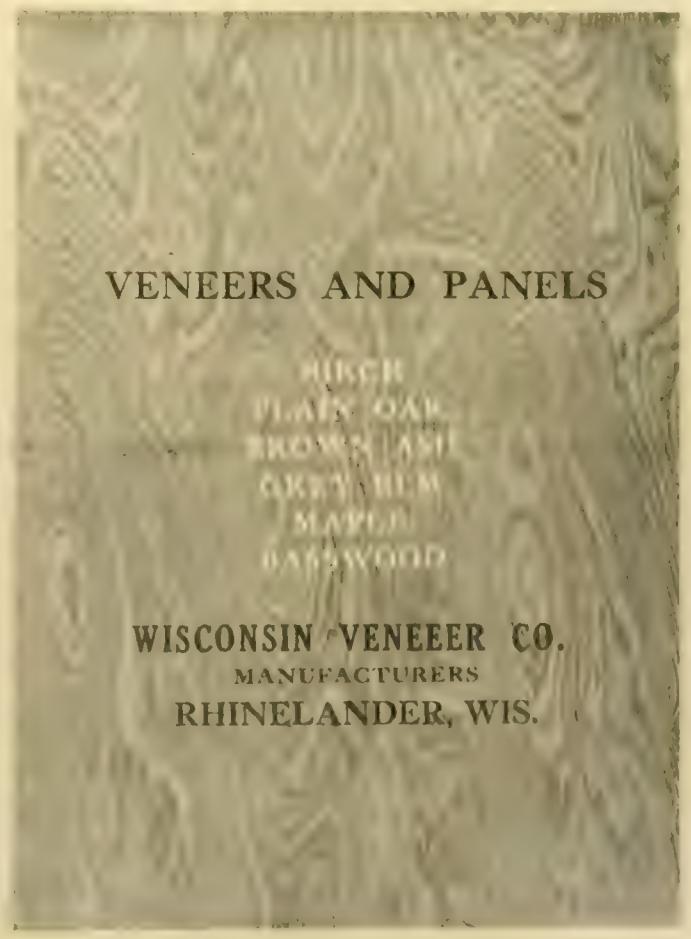
There you are, veneer, panel and glue men. An editor of broad experience tells you that "within a couple of years at most" honest furniture of solid lumber will have the right of way and dishonest furniture containing "veneers" will be ditched. Oh, hum! No doubt there will always be those who, looking back on the days of long ago through the mists of years, will insist that the present cannot compare in any respect with those times; that ideals have been lost, standards lowered and quality disregarded, so that the products of modern workmen are far behind those which were produced in the good old days.

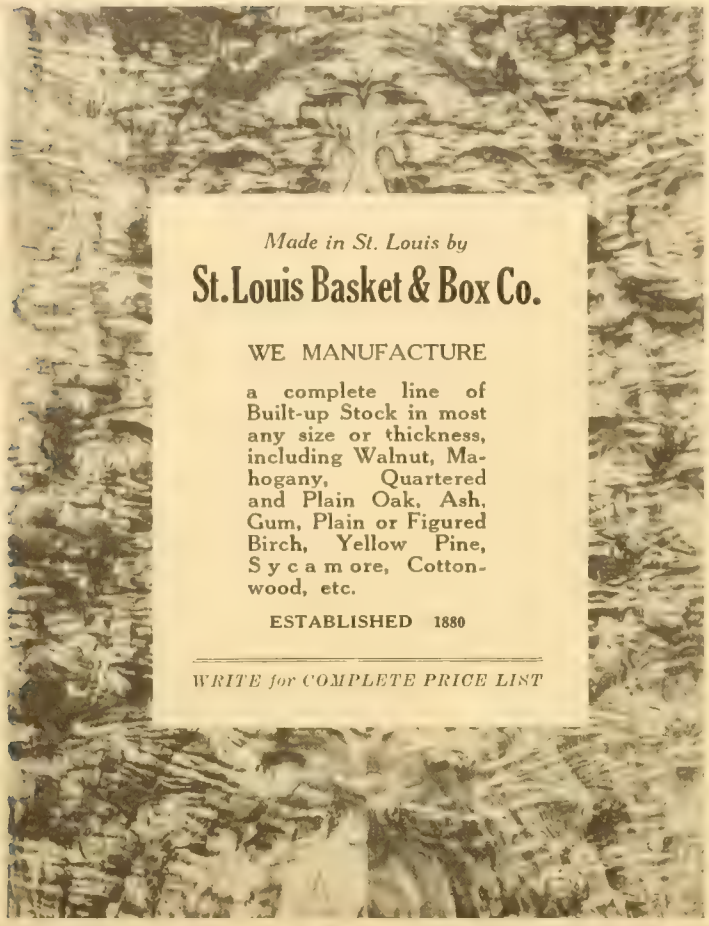
But don't get down hearted, even though that writer may prove correct in his prediction as to a new style of furniture, because when it comes it will have to be made largely of laminated work. Of course some of it will be made of solid lumber, just as some furniture today is made of solid material, but veneers and glue will still continue in use in the furniture field, and because of practicality and necessity their use must increase instead of diminish.

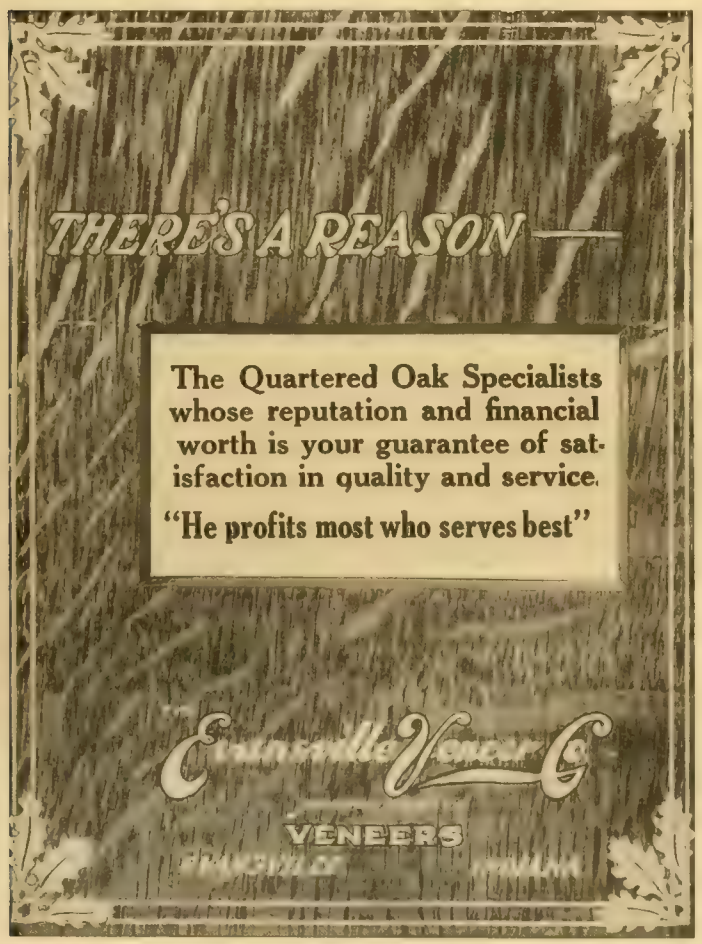
It may be well to consider somewhat the extract quoted. Pass quickly over the fact that there is a slight inconsistency between the remarks: "It will be purely our own," and, "What few pieces have been seen have embodied many structural features borrowed from Italian peasant furniture." What's a little inconsistency between friends? Then hesitate at the innuendoes: "It will have honesty written all over it—there will be no veneers to peel off. Veneering was all right when properly done, but glue was all the old artisans thought of using. Nowadays most factories are using a mixture of sago and common flour."

No brief regarding the respectability of veneered products is needed here. Good work is good, and bad is bad, whether done in 1817 or 1917. But the editor implies that glue is altogether to be blamed for veneers "peeling" and he casts a surreptitious slur at vegetable glue in his words "a mixture of sago and common flour."

The writer of this will not admit it to be true that glue was **all** the old artisans thought of using. The old artisans were cabinet makers, not manufacturers, and in their time it took longer to build one piece than it does to manufacture 500, or even 5000, today. The difference is between individualism and team work. But the old artisans never thought of using 1/16-inch veneer, to say nothing of 1/32-inch. Much of their work was







done with 3/8-inch material, which is from six to twelve times as thick as that used now. As a result there was comparatively little danger of cracks and other defects making their appearance. The old artisans never thought of having finished goods in the homes of consumers within ninety days from the time the timber was cut, as is sometimes done at present. The material that the old artisans used was dried thoroughly by natural processes, and more often than not it was kept around the house or shop several years before it was built into furniture. When it came to laying veneer the craftsman didn't put a glued-up top in a press in the morning and have it out and through the machine room into the cabinet room in twenty-four hours, as some try to do today. Admit that the work they turned out was very good when finished, can any one tell how many panels or tops they had to repair before a piece of work was completed?

The old artisan was all right, but his days are gone. His work was individual, mostly done with hand tools, and there was pride in the making. He used animal glue because that was all he had, and he used thick veneers because progress had not showed how to handle thin ones, just as he used hand tools because power driven machinery had not been developed. If an all guiding Providence had seen to it that vegetable glue was discovered before the animal product, the old artisan would have done just as good work.

The writer of this feels that the editor quoted must have been in some haste when he wrote that extract, because he has a deep knowledge of furniture matters, and he surely knows that veneering is all right today when, properly done, just as in the past. He must know that today's work necessarily has to be better, in order to stand up, than that which was made with veneers many times as thick as those which find a place today. The thickness of the face stock protected it against many of the weaknesses to which it is exposed at present. Work done in the past would be out of the question, judged solely from the standpoint of quality, today. The present day manufacturer is obliged to adjust every detail of his operations to the increased sensitiveness of the thinner material which he is working. When a face veneer 1/32 of an inch thick (thin would seem more appropriate to say) is put down, and not only makes a splendid appearance, but stays in place for an indefinite period, a much greater achievement has been recorded than when veneers twelve times as thick are used.

As to the coming furniture having no veneers to peel off, it can only be said that hardly a month passes but that some furniture manufacturer finds his future welfare demands that he turn his attention to laminated goods. In passing it may also be well to remark that "figure" which plays so important a part in furniture of the present, is somewhat more difficult to obtain in lumber than in veneers. That is another little reason why veneers are bound to be demanded by the industry. Still, veneers properly glued do not peel.

As to that invention, vegetable glue, which the editor, in a supercilious air, refers to as "sago and common

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Our claim to a preferable product is based on valid reasons, i. e.:

Thirty-six years of continuous walnut operations have schooled us in manufacturing and in trade needs, and builded a lasting connection with all of the best log territories—*quality* insurance.

Our plant is kept corrected to the most advanced practical point of efficient production. We have lost scarcely a working day in ten years—your guarantee of *supply*.

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Economical production enables us to prove these points through trial sales at attractive prices. Ask us about

Lumber, Veneers, Dimension, Panels

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Such logs as these put the "Choice" in "Hartzell's Choice Walnut"

flour," let it be noted that whereas ten years ago it was almost unknown, and when heard of was looked upon with doubt, its use has grown so that pianos, phonographs and all grades of furniture and panels are glued up with this veneer glue, and approximately 2,000,000 pounds are now being used each month in the woodworking industries. Long time users, who have used it **right,** say that it is superior to the glue it has displaced so largely. If one wants evidence as to its merits and benefits let him ask any fifty furniture manufacturers what they think about it, and hear the majority of them testify that they would not care to return to the use of glue they formerly used, also if it were not for the new product it is likely their plants would be closed today.

Prepare no wreaths, or, if you must pluck the flowers, place them reverently on the biers of the old artisans, for the glue manufacturers, veneer and panel men—bosses and bossed—will live for eons to come. A. B. M.

Veneer and Panel Inspection Vital

It Isn't So Bad to Make Mistakes, But It Is Inexcusable To Let Them Get By

THE GERMANS are said to be exceedingly angry with their diplomats, not because they have attempted underhanded and unfair things, but because they have been stupid enough to get caught at it.

And, as a matter of fact, the world judges entirely according to what it sees, without attempting to guess what is going on behind the scenes. In manufacturing, all that counts with the customer is what is delivered to him. He doesn't know or care what the producer had to accomplish to achieve the result.

This is by way of preface to the statement that inspection is one of the most important features of the panel business. The assertion may be stretched to include veneer making, as well, for indeed it applies to every line of business where quality and variations in quality enter into the situation to any marked extent.

The panel man has so many operations to perform, and each one is so definitely dependent for success on the ones preceding, that inspection at each point along the way is needed to make sure that a proper foundation has been prepared. And in the shipping department, where the final "once over" is given the stock before it is crated and shipped out, it helps a lot to have a vigilant and eagle-eyed inspector who will take note of defects and throw out panels which are not up to the mark in every way.

The trouble in the average panel factory is that inspection is taken as a matter of course, and that it is assumed that those handling the material will notice if everything is not as it should be. But ordinarily the man at a machine is most interested in the performance of the operation to which he has been assigned, and does not always look the material over carefully. He has his job to do, and he does it; and if he doesn't happen to see the bad spot, it is hardly to be regarded as his fault.

Therefore there ought to be someone definitely charged with the duty of inspection, who will look the panels over critically, and will do his best to find some good reason for throwing them out. That sounds like an unreasonably harsh attitude to take, but it should be remembered that that is the buyer's attitude, and that it is a lot better to find fault with the product before it is shipped than after.

One of the most successful panel men in the country said not long ago that he came near losing his best account simply because a few panels in a big shipment were damaged in sanding. The face veneers were thin, the sander cut through into the core, and small but easily noticeable holes in the faces were made. Naturally, these panels did not stand inspection; and the letter which the panel man received from the buyer was much more severe a roast than the amount involved would have indicated.

When a buyer is asking for the best that can be produced, and is paying top-notch prices for it, he does not overlook trifles, nor make excuses for the shipper. The latter is supposed not to be in the class for which excuses have to be made. The customer was simply out of patience with the manufacturer because his methods had not been made accurate enough to rule out defective material, and to save the user the trouble of throwing it out.

This customer is a big talking-machine concern, which has a national reputation for its products. It is hardly possible that the concern could have put the panels into its cabinets and finished them without noticing the defects, but the remote chance of this happening was what made the buyer dissatisfied with the service he was getting. It made him feel that the panel concern could not be depended upon absolutely, but that the product which it delivered had to be gone over very carefully to eliminate defective panels.

The same thing happened not long ago in the case of a manufacturer of rotary veneers. This stock was not particularly high grade, but nevertheless the customer wanted accurately manufactured veneers. It turned out that the stock which was shipped, comprising a full carload, was very inaccurately cut, with the result that there was a wide variation in the thickness of the pieces. It was supposed to be 1/16″ stuff, but veneers were found ranging all the way from 1/8″ to 1/20″. The car was

rejected, and the manufacturer had his troubles in getting the material out of the way.

This concern not only lost the profit involved in the sale of a carload of veneers, and not only lost the money represented by the expense in freights, extra handling, selling cost, etc., due to the necessity of moving the car the second time, but it lost this account absolutely and irrevocably. It would be next to impossible to convince this buyer that the veneer house which had shipped this car could be depended upon to carry out instructions without having to be watched closely. And the customer doesn't want to feel that he has got to inspect every shipment with the utmost care in order to avoid being stung.

The buyer of veneers and panels expects to make an inspection of the goods delivered to him, and he may even expect to find an occasional shipment which is not up to the mark, but he also expects that the product will run "true to form," as they say at the race tracks, and will be close enough to the mark always to show that the manufacturer knew what he was about, and was doing his level best to fill the order as written, and never to violate the spirit of the specifications, even if occasionally the letter was not adhered to.

Of course, buyers occasionally send out specifications that are much more severe than practical requirements suggest. They are written in this way, either because the buyer hopes to get something especially good, or because the user is not acquainted with the situation and does not know that allowances must be made for natural variations in the material. All this can be adjusted, but it is defects of actual manufacture that cannot be explained away, and that get the manufacturer "in wrong" with the buyer. And the bigger the buyer and the more important the account, the harder it is to restore the standing of a concern which has delivered material which was poorly turned out, and which was not carefully inspected at the time of shipment.

Wise members of the veneer and panel trade are learning that inspection counts for a great deal. Those who have had to do with government buyers since the war began know that inspection is the vital point, and that the buyer is not inclined to make very many allowances for a product that is not up to grade. And in the ordinary commercial transactions which make up the bulk of the average business, careful inspection at the mill or factory will go a long way to build up the reputation of the manufacturer for quality, and to conserve the good will which he has won as a result of satisfactory dealings previously.

One of the veterans of the trade, whose mill is famous for the fine quality of the veneers it turns out, spends a lot of his time in the plant. He is a good office man, but he is a better manufacturer, and he makes a point of being over where the stuff is being produced. He has a good superintendent, but he likes to see for himself what is going on. And it is a noticeable fact that while he visits all departments and looks into the work of the day in each, he spends most of his time in the shipping room.

He likes to see the veneers as they are being measured and counted and crated for shipment. He frequently interposes his personal opinion regarding the suitability of certain stock for the order on which it is being shipped, knowing as he does the requirements of the customer. And when he goes back to the office, he has a very fair idea of the general character of the shipment, and in the case of a kick by the customer he can answer the complaint much more intelligently than if he had to depend on the verbal report of a subordinate.

This does not mean that every manufacturer should be his own inspector, because that is out of the question; but it does show that the wisest members of the trade appreciate how important this part of the work is, and give as much time to it as they can spare. The veneer man and the panel man should have trained employes who have been taught to discriminate, and who know when the product fits the work and when it does not. Likewise, they should be able to spot a poor product from the standpoint of manufacture, and to throw it out without a moment's hesitation.

In the panel business it is a good idea not to take too much for granted, in connection with the various processes of the work. In other words, it is a safeguard of the business to inspect the work as it goes through the factory. The foremen of departments and the superintendent can do this very well, and with a final close inspection in the shipping room there is not much chance for poor work to get by. In fact, there should not be much room for complaint if the inspection is properly done.

One of the things which sometimes slips by the inspector in a panel plant handling high-class work is errors made in matching up the veneers. This may have been properly indicated, but a mistake made in putting the pieces in place. A certain amount of artistic feeling is needed to detect faults of this kind, and to appreciate the mistake which was made in putting the veneers together. But an experienced man can usually pick out faces which were not properly matched, and send the panels back to the glue room for rehandling in this respect.

The best product, meaning the product whose reputation in the trade is of the best, is the one which is well made and properly inspected. A factory whose personnel and methods may not be 100 per cent right may still win a reputation for turning out good goods if its inspection is rigid, for it will detect errors and require remanufacture. And the very habit of watching for and locating mistakes is bound to react favorably on the plant, and lead to the correction of the errors of production which caused the poor product to reach the shipping room.

Machinery was turned over for the first time on October 15 in the new plant of the Inman Veneer & Panel Company, Louisville. Work in this plant was started early last spring, but failure of certain equipment to arrive held back construction considerably.

MAHOGANY LUMBER

About ten carloads 1″ No. 1 Com., also other thicknesses and grades of

MEXICAN & HONDURAS

MAHOGANY

dry enough to put in a kiln with safety.

If at any time we can serve you better by telegraphing kindly wire at our expense.

We are carrying a nice stock of SAWED VENEER, 1/8″, 3/16″ and 1/4″ Mexican; also several MILLION feet of SLICED 1/24″ and 1/28″ Mahogany, and AMERICAN WALNUT veneer ranging from plain to highly figured. May we send samples to you?

HUDDLESTON-MARSH MAHOGANY COMPANY

2254 Lumber Street
CHICAGO

33 West 42nd Street
NEW YORK CITY

Veneers in England

The London Timber News, in speaking of demand for veneer or plywood, says:

There is a great amount of interest being shown in this wood nowadays, though stocks in the country are very meagre. Aeroplane and other manufacturers are wanting the wood in rather large quantities, but it is very difficult, apparently, to secure sufficient in first quality goods to meet the requirements. Shipments of fresh goods coming from abroad are very few and far between, and consequently it is necessary to increase the supply from home manufactured wood. America, unfortunately, cannot supply the United Kingdom with much in the way of plywood owing to the increasing requirements among her own users. She will probably be able to use as much as her own mills can produce. Hence there is small chance of getting much over here—at any rate, yet awhile. The wood most in demand is perhaps birch, though alder is also being wanted in larger quantities than it was a little while back. The dimensions required today are very numerous, though for the smaller thicknesses very high prices can be obtained, notably from 1½ to 4 mm. The thicker sizes are also wanted from 9 mm. right up to 25 mm. The latter wood, however, has to be specially manufactured in nearly all cases. The prices asked for plywood today vary considerably. Everything depends upon the kind of stock offered; 3 mm. 1st quality, for instance, commands anything from 45s. and upwards per 100 square feet, though there is very little available in 1st quality plywood of any kind. There is, of course, great difficulty nowadays in getting the wood into the country. Restrictions are very severe, and import licenses can only be secured provided it can be clearly shown that the wood is required strictly for government purposes. Freight and insurance are items to be reckoned with nowadays. The forwarding charges are enormous, and these are no doubt the direct cause of the high prices ruling today for plywood.

Chance for Veneers in Italy

Before the war the piano makers in Italy procured most of their wood from Germany. This included the veneers of which the tops and other panels were made, and also such heavier lumber as was needed. It is needless to say that Italy is importing no piano stock from Germany these days, and there is little prospects of any such imports in the near future. It is equally true that the piano manufacturer in Italy is not very busy at this time. But a time is coming when the makers of pianos in that country will need stock and the opportunity to get American veneers into that market should be particularly favorable at this time. Information is not at hand showing just what woods are wanted there. Our government's trade commissioners now in Europe, Messrs. Simmons, Browne, Oxholm, and Walker, ought to be able to procure the necessary information in a short time, and the makers of veneers in this country would do well to be on the lookout for the earliest reports of those commissioners regarding the Italian situation.

The United States will be in a position to get the business which Germany has lost in Italy, though it is certain that the Germans will strike for it as soon as the war ends. It will be good policy to be ahead of them. The woods employed by Italian manufacturers of pianos are probably not much different from the woods used in the United States. Mahogany is one of these, and oak and black walnut are others in the veneer list. The Italians have long been using red gum for fine work, though they have not always called it by that name. The figured gum bears so close a resemblance to Circassian, English, French, and Italian walnut that it is successfully substituted for those walnuts (which are all the same wood under different names).

All European and Turkish walnut will be so scarce after the war that it will cut little figure in Europe or anywhere else for many years. It has been used up for gunstocks and more must grow before more can be cut. American black walnut and American red gum have a chance to get a foothold which they ought to work for all that is in it. Italy is not the only country where prospects are fine, but it may be cited as an example. Makers of piano stock other than veneer have an opportunity to get a foothold now which will stand them in hand in the future.

American Walnut Veneer

A Sample Which Shows the Class of Veneer We Handle

Our Efforts Are Centered in Obtaining the Highest Grade of Figured Walnut for Veneer Cutting.

Our customers' often repeated orders prevent us from keeping a large stock on hand, but as we are continually selecting our stock from the large quantity of logs we handle, we always have a nice line of the highest grade to select from.

Our reputation is based on "Quality, not Quantity," in our veneer business

PICKREL WALNUT COMPANY

ST. LOUIS, MISSOURI

Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS, WISCONSIN

The Grip on Trade

[illegible] all history. It was an old saying that "there was no law to prevent the [illegible] of Persia [illegible] dent Wilson, he never had anything like the power to do things. It is remarkable that the greatest democracy in the world should bestow on a single man the greatest power in the world. It is proper that it should be so, for never before was there such an occasion. It is necessary that the country's whole power should be used, and it is a splendid lesson in democracy that the people clothed Congress with all the power necessary, and Congress passed the power on to the president, so that every act and every blow would represent the whole people of the United States. Following are some of the astonishing powers which the people, through Congress, have conferred upon President Wilson:

He has power to embargo all exports, to prohibit all imports. He has power to prohibit or regulate all transfers of credit, money, currency, bullion and securities between the United States and all foreign countries. He can impose severe penalties on all persons who trade or communicate, directly or indirectly, with an enemy or the ally of an enemy, or with any person acting for them or on their behalf. Enemy-held patents in the United States may be used, if of assistance in carrying on the war. The president may take over and administer enemy property in the United States. The president has power to censor all communications of every sort passing between this country and any foreign country. He can regulate foreign language newspapers in the United States.

The law has thus defined what is meant by the words "trading with an enemy":

[illegible] satisfy [illegible] property.

[illegible] who resides within the territory of the German Empire or the territory of [illegible] States who have elected to remain within such territory are "enemies" or "allies of an enemy" within the provisions of the act. Further, any person [illegible] the definition of "enemy" or "ally of enemy." So also is any corporation [illegible] territory. Further, for the purposes of this act the government of any nation with which the United States is at war or the ally of such nation and every subdivision of such government, and every officer, official agent, or agency of such government is an "enemy" or "ally of enemy," and the act makes no distinction as to where such officer, official agent, or [illegible]

It is important for the public to have clearly in mind that not only is it unlawful to trade with an "enemy" or "ally of enemy" without license, but it is equally unlawful to trade with any person who there is reasonable cause to believe is acting for or on account of or for the benefit of an "enemy" or "ally of enemy," and it makes no difference what the nationality or what the residence of such person may be. On the other hand, in [illegible] it is important to remember that, while other provisions of law make it [illegible]

Gondola Cars for Carrying Lumber

On October 9 the traffic committee of the National Lumber Manufacturers' Association held a meeting in Chicago at which the principal topic of discussion was the question of equipping the open gondola cars for the transportation of lumber. A statement was made by A. G. T. Moore of the Southern Pine Association that the carriers had agreed upon a plan for bulkheading lumber carried in open cars, and there is no question but that some bulkheading method is sound and should be adopted. Among the matters to be determined is a uniform method and the question whether the lumbermen should be required to bear the increased cost necessitated, or whether the cost should be borne by the carriers as their duty in furnishing equipment suitable for the transportation of the traffic offered.

An abstract was submitted, showing the position of the carriers and the viewpoint of the shippers. The carriers contend that the lumber required for bulkheading should not be charged to them, because when they have furnished the car it is all that should be required of the carrier. It is suggested that the shipper arrange to sell the bulkhead material to the purchaser of the lumber. The shippers maintain that the railroads ought to stand the cost of stakes and bulkheading.

After a general discussion of the question the committee unanimously agreed to the following propositions as representing their opinion of the matter, and the method in which it should be handled:

Proposition No. 1: The existing [illegible] cover the cost of staking open cars under the present methods of staking.

Proposition No 2: The endeavor to secure a satisfactory adjustment of the matter should be handled through the National Lumber Manufacturers' Association.

Proposition No. 3: A uniform method of staking should be avowed, specifications therefor including lumber tariffs and adequate allowance for the service likewise covered by tariff provisions. In view of the disparity existing between the carriers' cost estimates and those of the lumbermen, together with changes from a practical lumber standpoint [illegible] by the carriers, a joint conference should be held between the traffic committee of the National Lumber Manufacturers' Association and the operating officials of the carriers.

Proposition No. 4: [illegible] old carstake case, should be filed if carriers cannot be prevailed upon in joint conference with the lumbermen to make the proper allowance for staking service.

Proposition No. 5: The foregoing, if successfully accomplished, simply constitutes relief during emergency periods when lumbermen are forced to use cars unsuited to their products. Every pressure should be brought to bear upon the carriers to the end that adequate cars, to which the lumbermen are lawfully entitled, be furnished for the shipping of lumber. Also, that in building all classes of equipment due consideration should be given to their adaptability after construction for lumber loading.

In conformity with the foregoing, the secretary was instructed to arrange for a conference between the committee and the carriers in the endeavor to accomplish the purposes set forth.

Team Work Gets Results

[illegible] in one afternoon. This does not mean that all the wagons are to come from Chicago factories. The government communicated to a committee representing nearly all the wagon manufacturers of the country that 34,000 wagons of a specified kind were wanted, at a

certain price based on cost and a reasonable profit, and the manufacturers met in Chicago and apportioned the order among all the factories so that nobody was left out. In that way the government will get its wagons at a fair price and the manufacturers will receive a fair profit. It was done by teamwork, the buyer and the sellers pulling together. It is a good example of what co-operation accomplishes when honestly carried out. It developed that there was seasoned stock in the factories for only 10,000 of the kind of wagons wanted; and three experienced buyers went into the field to get the remainder. They went into different districts, so that one would not bid against another. Thus the necessary material was secured quickly and at fair prices, and it was distributed among the factories according to their needs. The teamwork was perfect and the results satisfactory.

Pertinent Legal Findings

Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to HARDWOOD RECORD. *There will be no charge for such service, but* HARDWOOD RECORD *reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.*

Seller's Excuse for Non-Delivery

When an agreement is made for a sale of lumber to be delivered in installments, and the buyer promises to pay for each installment within a specified time after receipt of the bill of lading covering it, his inexcusable failure to meet such payments gives the seller right to refuse to make further deliveries under the contract. The buyer is not justified in withholding payments because of ungrounded fear that the seller may break the contract by refusing to make future deliveries under the agreement. (United States district court, eastern district of Pennsylvania; Savannah River Sales Co. vs. McFarland; 242 Federal Reporter, 587.)

Liability for Injury to Minor Employe

If the attention of a minor employe in a sawmill was distracted from his work of guiding a log against a saw by imminent danger of a nearby defective boiler exploding, he is not to be precluded from recovering damages through his hand coming in contact with the saw on the ground of contributory negligence; the accident being fairly attributable to negligence of the operator of the saw in running the saw at a particular time when all present apprehended an explosion of the boiler. (Mississippi supreme court, Nix vs. Walker Brothers, 76 Southern Reporter, 143.)

Employer's Duty Concerning Cant Hooks

In a suit in which a logging employe claimed damages for injuries sustained through defects in a cant hook furnished him for use in loading logs on a car, the North Carolina supreme court recognizes the general rule of law that an employer is not under the same obligation to inspect simple tools and appliances, like hammers, ladders, etc., any defects in which must be as obvious to the employe as to the employer, as is required in the case of dangerous machinery, etc. But the court holds that, in view of the facts that severe injuries may be expected to flow from slipping of a defective cant hook, or breaking of its handle, and that plaintiff's foreman had assured him that the particular cant hook was in good condition, it was a question for the jury to determine whether the accident was due to negligence attributable to the employer, and, hence, it was error for the trial judge to declare as a matter of law that the employer could not be liable because any defect in the appliance must have been apparent to plaintiff. (Rodgers vs. Houtz, 93 Southeastern Reporter, 376.)

Negligence Concerning Planing Machines

It is actionable negligence for an employer operating planing machines to permit a safety hood over the knives to remain in such state of disrepair as to expose workers at the machine to injury. And, inasmuch as it is an employer's duty to make reasonable inspections of dangerous machinery to ascertain its condition as to safety, notice of defects in such a machine may be inferred from the fact that they existed for a long time before resulting in injury for which suit is brought. (North Carolina supreme court, Bunch vs. Foreman Blades Lumber Co., 93 Southeastern Reporter, 374.)

Terms of Payment

Where lumber was sold under an agreement that eighty per cent of the price should be paid upon receipt of bill of lading and invoice, the billing to be to the buyer direct, draft on him with bill of lading attached was unauthorized and entitled him to reject it. (Arkansas supreme court, Webster vs. Goolsby, 197 Southwestern Reporter, 286.)

Scarce Labor Precludes Normal Production

The labor situation is becoming increasingly serious so far as the Memphis lumber industry is concerned. Every manufacturer complains of the growing scarcity of help for operating the mills and also for getting out timber in the woods. In fact, many manufacturers are quite free to confess that it is impossible to secure all the help needed to man the plants and to keep logging crews full. There is always considerable shortage of labor during the fall and early winter because of the drain made on the available supply by the demand for cotton pickers. But this year conditions are much worse than usual for the reason that the draft law has taken away so many men, and for the additional reason that there has been such a vast emigration of labor from the valley states during the past few months. And just now cotton pickers are being paid such a high price that millmen are confronted with the alternative of raising wages or finding themselves without the help absolutely essential to the conduct of their business. More money is being paid out by lumbermen than ever before and present indications are that still higher wages will have to be paid before the cotton crop is gathered, so keen is the competition for the labor available.

Practically ideal weather has prevailed during the past fortnight for both the cutting and hauling of logs in the woods, and both processes have made as rapid headway as the limited labor supply would allow. But there has been an undoubted slowing down in logging as a result of inability to secure all the help needed. And it may also be noted that there has been during the past fortnight a notable slowing down in the movement of logs to the mills at Memphis and elsewhere in the Memphis territory, due principally to the sharp decrease in the number of cars for handling logs. In fact, such a change in the car situation has come about very recently that the outlook for hardwood production has been rendered far less satisfactory. Two weeks ago the mills were getting all the logs they needed and were, in some instances, acquiring quite a respectable reserve. The big movement of cotton, however, has diverted so many cars from the handling of log shipments that logs are moving in quite a restricted way, and some of the mills are already beginning to run short on logs. Manufacturing operations have been on an exceptionally large scale during the past few weeks, thanks to the improved car situation, but, with cars becoming scarce again, indications are that the amount of lumber produced in the near future must necessarily show quite a pronounced falling off. Lumber manufacturers have feared a return of car shortage and likewise a decided scarcity of labor, both of which are calculated to restrict production still more. Now they are emphasizing the fact that winter is close at hand and that, when it comes, still another restrictive influence will be present—unfavorable weather for the cutting and hauling of timber. In fact, just now, there is not a little pessimism regarding hardwood lumber output, while the feeling is gaining ground that there is nothing in the situation to cause any apprehension whatever regarding excessive supplies of southern hardwoods for the late winter and early spring trade.

Lumber and Other Forest Products

Many people suppose that all forest material passes through a sawmill and is converted into lumber as its first stage in manufacture, and that some of this lumber is used in its rough form while other passes through factories to be further converted. This view is correct in part only. Not more than half of the timber cut in the forests ever goes to a sawmill to be made into planks and boards. Some of the largest items which do not enter a sawmill are fuel, poles, piling, and hewed railroad ties. The aggregate of these probably equals the whole lumber output.

Other products are manufactured without first being sawed into lumber, and some of these are both important and interesting. Hickory may be taken as an example. The sawmills of the United States report a yearly cut of this wood amounting to 278,757,000 feet; but factories consume yearly 389,604,531 feet, according to published statistics. This shows that 110,847,531 feet of hickory passes through factories annually which never was in a sawmill, or at least was never reported as lumber. Most of this is split stock which is worked into rough form in the woods by mallet and frow. Much of it is made into handles and spokes.

Spools and Shuttles

The industries which manufacture spools and shuttles for textile mills use 65,148,190 feet of wood per annum. Three woods supply most of it, paper birch, persimmon and dogwood. Most of the birch for spools is first sawed into squares and is duly listed in the sawmill output, but the same is not true of dogwood and persimmon. These are the leading shuttlewoods, and the factories which make shuttles receive their wood in the form of billets, some split, some round, and some in sawed squares. The sawmills of this country report a yearly output of 1,577,000 feet of persimmon and 2,584,000 of dogwood, total 4,161,000 feet. The shuttle factories consume yearly 3,571,760 feet of persimmon and 7,518,177 feet of dogwood, total 11,089,937. This leaves 6,928,937 feet of these woods reaching factories without passing through sawmills.

Boot and Shoe Findings

It is not possible to determine from statistics what proportion of wood used in the boot and shoe industry first passes over the carriages of sawmills; but the proportion is very small. Several woods are in this list; but the chief ones are sugar maple and paper birch. The maple is for shoe lasts. It is crosscut into bolts in the woods and is split into billets long enough for one, two or three lasts each. These billets are the raw material of the shoelast factory. The paper birch which shoe manufacturers demand reaches the factory in the form of logs and these are converted into shanks and pegs with no assistance from a sawmill. The logs are usually peeled to make veneer, and the shanks for the shoe's arch and the pegs for the sole are cut by machinery from the sheets of veneer. The wood demanded by shoemakers in the United States totals 66,240,200 feet annually, and it is doubtful if one-fourth of it ever enters a sawmill.

Lead Pencil Wood

Lead pencil statistics are somewhat difficult to get at, because they are included in a class designated as "professional and scientific instruments." The total demand of this class calls for 35,070,928 feet a year; but it cannot be definitely determined how much of this goes into pencils, but probably more than 20,000,000 feet. It is practically all southern red cedar, the kind that attains its perfection in the region from Tennessee to Florida; but a little wood of other kinds is made into cheap pencils. Very little of this cedar for pencils is listed in the output of sawmills, for it goes to pencil mills as logs or blocks and is worked up by special machinery.

The same species of cedar is cut into lumber in several of the southern states, but the lumber finds its principal use in the manufacture of clothes chests and wardrobes. Statistics of sawmill cut of cedar for the whole country are lumped together and are not separated according to species. For that reason, it is not known just how much of the pencil cedar is cut into lumber. Four other important and several minor cedars are included in the cedar lumber output. The important species are the western red cedar, the Port Orford cedar, and the northern and southern white cedars. Spanish cedar which is imported in round logs should be included in the total cedar lumber output of the United States.

Staves and Chair Stock

The material used in the cooperage industry is not a sawmill product, except a small part of it. Lumber statistics do not include the staves, heading and hoops which are consumed by the manufacturers of barrels and kegs. Most of this material is cut by saws, but at no stage of the process is it lumber in the common acceptance of that term.

Chair stock falls in the same class, so far as its method of manufacture is concerned. The chair stock mill cuts dimension stuff from short logs, and odds and ends of the forest, but no census collector ever includes it in lumber statistics. Chair stock is usually in small pieces, suitable for rounds, spindles, rockers, arms, backs, and the like. The longest of these pieces are seldom above two feet in length. The consumption of chair stock by manufacturers in this country amounts to about 290,000,000 feet a year, and it includes all the important hardwoods and some of the softwoods.

Other Materials

Several other demands are made upon the country's forests for material which is not supplied in the form of lumber. Not less than half a billion feet of logs are annually converted into veneers.

A much larger quantity is consumed yearly as pulpwood. The total exceeds an equivalent of 2,500,000,000 board feet.

Tanbark and wood converted into tanning extract constitute another large item. If this material could be expressed in board measure the amount would be 500,000,000 feet a year.

Shingles made yearly require the equivalent of considerably more than a billion feet of lumber, and lath manufacturers take half as much more.

It is, therefore, apparent that when the statement is made that the demand for lumber in the United States calls for 40,000,000,000 feet of material annually, the figures are wholly inadequate to include the total drain upon the forests, even without including material used in its rough form, such as fuel, posts, and poles.

Cherry Still Available

Cherry, that excellent cabinet wood which many thought a thing of the past, is still available, and perhaps in larger quantities and sizes than generally believed. A correspondent was reminded of this recently for while in the rounds among the hardwood consuming industry a car of cherry had just been unloaded which appeared to be from large timber. A closer examination showed boards as wide as 16 and 20 inches and a fine lot of cherry generally. The plant was manufacturing oak and parquetry flooring, and inquiry brought out the information that it was also using about a carload of cherry a month and found it more satisfactory in some respects than mahogany and walnut. The cherry was being treated in a vulcanizer and was used for strips in making up borders and it seems to serve both the purpose of black walnut and mahogany. It is an excellent wood—easily seasoned, and when seasoned holds its shape well. The only question heard about it during the past decade was that of the scarcity. The supply is limited, but there is evidence that cherry is still available, and perhaps as was the case with walnut we may find that there is more cherry timber in the country than even those informed in the trade think there is, and under proper encouragement lots of it may be forthcoming during the next season or two.

One of the greatest shortcomings of the portable sawmill is in the cutting of high-grade timber for low-grade uses. To the observer it looks like the portable mill managers in the hardwood belt need a course of lessons on the value of and uses for clear hardwood stock.

Clubs and Associations

Hardwood Executive Committee Meets

The executive committee of the National Hardwood Lumber Association met in Chicago September 25, in quarterly meeting, primarily for the purpose of considering the question of the hardwood requirements of the government growing out of the war. The committee expressed itself favorably to taking more liberty loan bonds. The association's subscription to the first loan was $10,000.

Hardwood Officials Meet

The board of governors of the Hardwood Manufacturers' Association of the United States met at Cincinnati October 23, and the same day there was a meeting of the executive committee on grading and a school of inspection. On the twenty-fourth the eastern territory members of the open competition plan met, while a meeting of the western members is scheduled for the twenty-fifth at Memphis.

Case Goods Men Alarmed Over Mounting Costs

At a meeting of the National Alliance Case Goods Associations, the membership of which includes furniture manufacturers from almost every section of the country, held at the Hotel Belvedere, Baltimore, Md., October 10, there was a general discussion of matters pertaining to the trade, the rise in the cost of supplies and the constantly increasing cost of labor. The latter problem appears to be the most serious of all and is causing grave concern. It is contended that something must be done to impose a limit on these demands if the manufacturers are to continue in business. The alliance was organized in Cincinnati six months ago and this was its first convention. Some of the largest furniture manufacturing concerns east of the Mississippi attended the session. George W. Whitworth is president of the organization.

Appoints Chicago Officers for Hoo-Hoo

Vicegerent snark A. C. Quixley for the northern Chicago district of the Concatenated Order of Hoo-Hoo announces the following officers for the coming year:

Snark: A. B. Cone, J. L. Lane; senior Hoo-Hoo, Minor E. Botts, Stacy C. Bennett; junior Hoo-Hoo, Douglas Malloch, L. J. Pomeroy; scrivenoter, A. B. Carson, Clarence Boyle, Jr.; bojun, G. A. Vangsness, Robert Slayton; jabberwock, A. H. Ruth, Lesh C. Forrest; custocatian, F. M. Baker, Leonard Berg; arcanoper, Tom A. Moore, John J. Anderson; gurdon, E. J. Lundin, George W. Pither; executive committee, Stacy C. Bennett, chairman, A. L. Ford, A. H. Ruth, Minor E. Botts, E. J. Lundin, Tom A. Moore, Lucius E. Fuller, George W. Jones, Fred J. Hussey, G. A. Vangsness, George Burgoyne, Hamilton Daughaday, R. S. Kellogg.

Appalachian Logging Congress Postponed

On account of the enlistment of Henry Grinnell, secretary of the Appalachian Logging Congress, the proposed fall meeting which was to have been held at Knoxville, Tenn., on October 20, has been postponed to an indefinite date. It has been suggested that J. R. Williams, editor of the Appalachian Trade Journal at Knoxville be made secretary of the Appalachian Logging Congress.

Before the matter of entering one of the forestry regiments came up, Mr. Grinnell had suggested that Mr. Williams take the secretaryship of the association. It is now suggested that in order to avoid having the fall meeting go by default, it is quite likely that Mr. Williams will accept the temporary secretaryship until after the meeting. At the meeting the question of permanent connection may be considered. The exact date of the annual meeting has not been set but it probably will be late in November.

"Lumber Week" at Memphis

The third week in January may be properly designated as "lumber week" since four prominent hardwood lumber organizations having their headquarters in Memphis will hold their annuals here during that time, and since the crowning event of this period will be the tendering of a banquet to all the visiting lumbermen by the Lumbermen's Club of Memphis Saturday evening, January 19.

The organizations which will hold their annuals during the period in question and the date of each are given herewith: January 15, Southern Hardwood Traffic Association; January 16, American Oak Manufacturers' Association; January 17, Southern Alluvial Land Association, and, January 18, Gum Lumber Manufacturers' Association.

Fixing of the dates was arranged in Memphis at a recent conference of representatives of the associations and officials of the Memphis Lumbermen's Club.

The plan of having these associations hold their annuals on succeeding dates was tried out last year and proved so satisfactory that the officials are quite willing to use it again. It has been found that, in addition to saving a great deal of time and expenses to the individual lumbermen, a number of whom are identified with two or three of these organizations, the plan greatly increases attendance and thus stimulates interest in association work.

The third week in January will be a big time for the lumbermen unless all signs fail, as there will be representatives here from all parts of the country. The Lumbermen's Club will try itself on the occasion of the banquet and may be expected to surpass some of its other brilliant achievements as a host.

GOOD ROAD BUILDING VITAL TO LUMBERMEN

The item of road building has become quite a substantial one in the budget of the average lumbering operations. This, of course, is more true in some parts of the country than others, but, generally speaking, it holds true that the average lumber operator is interested in seeing good roads.

Granted then that the outlay for this purpose is an assured part of the expense of sawmilling, the sawmill operator should be interested in seeing that the road he secures for his outlay will be the best and most lasting possible. In other words, let the investment be a good one, one which will not only be of direct benefit to the man who puts his money into it, but of equal benefit to the public at large.

It so happens that Hardwood Record is in very close touch with the men who furnish materials and machinery for the building of lasting roads of modern design and construction, roads which assure success rather than failure of investment in this direction.

Hardwood Record will be glad to co-operate with lumber manufacturers whenever the question of proper road building may be considered.

Southern Logging Congress

The seventh annual congress of the Southern Logging Association met at the Grunewald hotel, New Orleans, La., October 24, for a three-days' session. The meeting took up the regular work after an address had been made by the president, Oscar Marsan, and the report of the secretary was read by James Boyd.

The state forester of Louisiana, R. D. Forbes, delivered an address on the progress in caring for timber, and was followed by a paper by V. C. Langley, Laurel, Miss., on the topic of efficiency in men employed in the various departments of wood operations.

The common diseases of mules, oxen and horses employed in logging operations, with directions for the prevention or cure of such diseases, was the subject of an address by Dr. N. M. Parker of Louisiana. Another paper by a member of the Sweet Feed Manufacturers' Association, pointed out the necessity of a balanced ration for working animals.

Reed Gammill of the Gammill Lumber Company, Pelahatchie, Miss., described a method found satisfactory in paying men for felling trees; and this was followed by a round table discussion on the subject of getting out ship timber, and an address by W. W. Ashe on the relative cost of logging large and small trees, followed by a general discussion of railroad building as a part of logging operations, and the relative cost of coal, wood and oil as locomotive fuel. There were papers concerning skidding and pull boat problems; logging with teams, and housing and feeding work animals, and housing and feeding men.

S. J. Hinton of the Finkbine Lumber Company, Stillmore, Miss., addressed the meeting on the comparative cost of purchased vegetables and those grown on the company's own land. The garden where the experiments were carried on was planted in snap beans and tomatoes, about three-fourths devoted to beans. The total cost of production was $71.20; the market price, $284.40; profit, $213.20.

An exhaustive paper on food conservation was read by Leonard Hatch of Washington, D. C. He offered suggestions for new dishes and new ways of preparing old ones.

R. B. Goodman, acting president of the National Lumber Manufacturers' Association, presented a paper on the subject of safety rules and organizations in lumber camps.

A paper on woods accidents in southern logging operations and their prevention was read by Henry Burr of T. H. Mastin & Co., Kansas City, Mo. This opened a general discussion of methods of preventing accidents.

H. C. Nix, general secretary of the Y. M. C. A., delivered an address on the welfare work in camps, with special reference to the colored laborers, and this was followed by general discussion.

There was a round table discussion of the responsibility of the logging superintendent for the prevention of fire waste in the woods. A number of other matters came up for discussion, among them being suggestions for next year's program.

The result of the election of officers had not been received at the hour of going to press.

Live Program for Wisconsin Meeting

The effect of liquor consumption on the efficiency of workers in lumber mills and logging cost and on the consequent production is a subject to be presented before the fall meeting of the Northern Hemlock and Hardwood Manufacturers' Association at the Hotel Pfister, Milwaukee, Wis., Friday, Oct. 26, by William T. Evjue, author of the prohibition referendum bill in the last Wisconsin legislature, and John Strange of Neenah, a Fox River valley manufacturer prominently identified with the dry forces of the state. This is the first time the subject will be discussed from such a standpoint by a lumber manufacturing organization and some interesting discussion if not practical recommendations are expected. It has been stated among the lumbermen that the operator in the dry town has an advantage over competitors in a wet town and facts and statistics are to be presented.

The fall meeting, usually occupying two days, will be crowded with some

BIG PLANS FOR THE BAY CITY MEETING

Enthusiasm is the word among northern salesmen and sales managers who are preparing for the big salesmanship congress at Bay City on November 16 and 17. Plans are shaping for a splendid program and for a social occasion which will fully rival that offered by the Merrill lumbermen at the first congress at Merrill, Wis., last year. The congress, under the joint auspices of the Northern Hemlock & Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association, will be made up of the leading lights in northern lumber sales.

A big Wisconsin contingent is coming through Chicago and will have a special train running on the Michigan Central road, leaving Chicago at midnight on the fifteenth of November, getting to Bay City the following day. Needless to say, this will be the train to take for anyone going even in the general direction of Bay City/on that date.

Complete program is given elsewhere in this issue.

fine addresses, of which probably the most important is that by R. B. Goodman of Goodman, Wis., on "The New Federal Revenue Bill and How It Affects Lumber Manufacturers." The analysis by Mr. Goodman is for the purpose of saving lumbermen costly errors in applying the new law to their business operations. A paper of equal importance as that of Mr. Goodman from an economy standpoint is that of Edward Hines of Chicago, who will discuss "National Terms of Sale." Mr. Hines is chairman of the national committee on terms of sale which represents all lumber producing sections and a meeting was held recently in Chicago at which time definite terms of sale were recommended. Mr. Hines will present this new agreement with a view of its adoption or rejection by the association.

Secretary O. T. Swan of the association will report on "Government Lumber Requirements," which will be based on his recent visit to Washington, D. C., where he made an inquiry as to the prospects for an increased demand for northern hardwoods in government war preparations such as the construction of aeroplane parts, transport wagons and war material and ammunition containers. It is expected that some concerted effort will be made as the result of Mr. Swan's report to unite on ways and means of stimulating the use of such hardwoods through a demand for systematic and co-operative buying by some central department or bureau of the government national defense council.

Heads of the association's four bureaus will make exhaustive reports, H. H. Butts, of the bureau on statistical and educational information telling of market conditions as affected by the present war situation, of the hemlock bark situation and submitting statistics especially compiled for the meeting on all phases of the bureau's activities. A. L. Osborn of the traffic department will discuss transportation and freight matters growing largely out of the huge shipments in recent months of hemlock from the association mills to the army cantonment at Rockford, Ill. G. H. Chapman of the bureau on grades will discuss inspection work done at the companies' mills during past week and the lessons derived thereby, while M. P. McCullough of the bureau on trade extension will discuss the subjects of advertising and state fair exhibits for the exploitation of hemlock, maple and birch.

A final feature will be a talk by George C. Robson, chairman of the executive committee of the Northern Lumbermen's Salesmanship Congress, who will tell of plans for the congress to be held November 16 and 17 at Bay City, Mich., under the auspices of the Michigan Hardwood Manufacturers' Association and the Northern Hemlock and Hardwood Manufacturers' Association.

Splendid Program for Bay City Congress

O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, acting for George C. Robson, of Merrill, Wis., general chairman of the executive committee of the Northern Lumbermen's Salesmanship Congress, gave out for publication the main features of the congress, which promises to be one of the biggest get-together meetings for lumbermen in every branch of the industry that has ever been held. The dates are November 16 and 17 and the place Bay City, Mich. Two committees of thirteen members each, from Wisconsin and Michigan under the direction of a general committee which besides Mr. Robson includes W. N. Wrape, Kneeland-Bigelow Company, Bay City, Mich., head of the Michigan committee and H. S. Dewey of the Edward Hines Lumber Company, Chicago, head of the Wisconsin committee, have been busy during the last two weeks preparing for the meeting. A special train is to be run from Chicago on Thursday night, November 15, carrying at least 100 and possibly 200 lumbermen from Illinois, Iowa, Indiana and southern Wisconsin points for the Michigan city. This train will return to Chicago on Saturday night. Reservations are to be made for the special train with Mr. Robson in care of the Kinzel Lumber Company, Merrill, Wis. It is being emphasized in every way possible that attendance at the congress is in no way limited except to members of the lumbering industry. If any man is a manufacturer, a producer, a retailer, a jobber, or an officer in any such lumbering organizations and in any manner connected with advertising, selling or producing lumber for any purpose whatsoever, he is welcome at the congress. Following are the topics and majority of the speakers who will feature the meeting:

[illegible]

Opening Remarks, "Why the Necessity of These Conferences," by G. C. Robson, Kinzel Lumber Company, Merrill, Wis.

[illegible]

"Merchandising—Past, Present and Future," by C. D. Burritt, Cadillac, [illegible]

[illegible]

Presiding Chairman, Chas. R. Abbott,
Cummer-Diggins Company, Cadillac, Mich.

[illegible]

"Whose Ox Is Gored?" by H. H. Butts, Park Falls Lumber Company, Park Falls, Wis.

"The Relative Strength of Hemlock and Hardwoods," illustrated with lantern slides by O. T. Swan, Secretary of Northern Hemlock and Hardwood Manufacturers' Association, Oshkosh, Wis.

"The Merrill Conference from a Michigan View Point," by J. C. Knox, [illegible]

[illegible]

"The Traveling Salesman's View Point," by (Unassigned).

[illegible]

2:00 P. M., November 17
Presiding Chairman, H. S. Dewey,
Edward Hines Lumber Company, Chicago.

"The Manufacturer's View Point," by R. B. Goodman, Goodman Lumber Company, Goodman, Wis., Vice-president of the National Lumber Manufacturers' Association.

"The Wholesaler's View Point," by E. M. Holland, Cartier-Holland Lumber Company, Grand Rapids, Mich.

"Moulding the Demand," by J. B. Crosby, Crosby Agency, Chicago.

"A New Version of Lumber Salesmanship," by (Unassigned).

The following parties will probably handle the unassigned subjects: "How We Do It at Cadillac," W. L. Saunders, Cadillac, Mich. "The Retailer's View Point," Robert K. Jardine, Grand Rapids, Mich. "The Evolution of Hardwoods," Godfrey Von Platen, Von Platen Lumber Company, Grand Rapids, Mich. "The Industrial Consumer's View Point," E. K. Pritchett, Grand Rapids, Mich. "A New Version in Salesmanship," Julius Seidel, Julius Seidel Lumber Company, St. Louis, Mo.

Lumbermen of the Saginaw valley will assist those of Bay City in preparing a banquet for Friday evening at which time several brilliant after dinner talkers will be present and other entertainment will be furnished. These will include Douglas Malloch of Chicago, Al Flourney of the Virginia & Rainey Lake Lumber Company, Rasmus Hansen of Salling-Hansen Company, Grayling, Mich. The spare moments before and after sessions will be devoted to inspection of some of the plants at Bay City, Mich., and other interests.

Memphis Members in Big Bond Drive

The Lumbermen's Club of Memphis, at its semi-monthly meeting held at the handsome home of the Colonial Country Club Saturday, October 13, following intensely patriotic addresses by John W. McClure of the Bellgrade Lumber Company and S. B. Anderson of the Anderson-Tully Company, unanimously adopted the following resolutions:

RESOLVED, That we, the members of the Lumbermen's Club of Memphis individually and collectively, pledge our loyal support and assistance in placing bonds of the Second Liberty Loan and thus mobilize the forces of the lumber industry of this section solidly behind the President, Congress and the boys in the army by purchasing bonds to the extent of our ability and by encouraging our employes and laborers to take their proportion of these bonds; and be it further

RESOLVED, That a strong committee be appointed to carry on this work.

In accordance with the foregoing, President May has named the following committee, which is composed of the heads of some of the big lumber organizations having headquarters in Memphis and which embraces some of the most prominent lumber manufacturers and distributers in this part of the country:

James E. Stark, president of the Southern Hardwood Traffic Association, chairman; R. L. Jurden, president of the Commercial Rotary Gum Association; Walker L. Wellford, president of United Cooperage Industries of America; H. B. Weiss, president of the Gum Lumber Manufacturers' Association; W. H. Russe, vice-president of the American Oak Manufacturers' Association; M. F. Hannahs, secretary of the Hardwood Dimension Manufacturers' Association; S. B. Anderson, president of the Anderson-Tully Company; J. V. Rush, Moffett, Bowman & Rush; J. D. Allen, George C. Ehmann & Co.; S. M. Nickey, Green River Lumber Company; O. M. Krebs, McLean Hardwood Lumber Company; Rudolph Sondheimer, E. Sondheimer Company, and W. H. Bonner, J. H. Bonner & Sons, all of Memphis.

Owing to the shortness of time before the campaign closes, the members of this committee are working with a full head of steam and are meeting with results that are highly encouraging. The lumbermen have responded enthusiastically to every call made on them by the government since the declaration of a state of war with Germany and they are determined that they shall not fail President Wilson and his administration in the vital matter of helping to provide the necessary funds to "make the world safe for democracy." They are subscribing liberally themselves and are likewise obtaining generous responses from their employes.

The three per cent government tax to be levied on lumber freight bills will become effective November 1 and the club empowered the river and rail committee to work out a basis which will serve to establish a uniform practice among the lumbermen in handling this item. One firm suggested that, instead of quoting lumber "F. O. B. cars Chicago," it was using the terms: "Freight allowed to Chicago." It expressed the belief that this would be a good way to show that the shipper pays only the freight and that the buyer pays the war tax and other incidental expenses. However, the committee will consider the matter and report back to the next meet-

ing. It appears quite clear that the buyer will have to pay the war tax on these freight bills.

A committee of five was appointed to collect from the lumbermen their share of the cost of erecting the aviation camp for Memphis, which is located at Millington, a few miles north of this city. The Chamber of Commerce guaranteed the entire amount and is seeking reimbursement from the various industries and lines of business.

Col. S. B. Anderson, chairman of the law and insurance committee, who at the previous meeting recommended using the shortest possible form in making declarations on invoices covering lumber, showing that it was manufactured at plants complying with the provisions of the federal child labor law, said that, upon further investigation, he advised using the longer forms.

Four new members were elected at this meeting, as follows: John L. West, Jorgensen-Bennett Manufacturing Company, Memphis; S. W. Sterling, Northern Ohio Cooperage & Lumber Company, Parkin, Ark.; F. J. Roys, vice-president White River Lumber Company, Memphis, and E. O. Johnston, Thane Lumber Company, Arkansas City, Ark. Two new applications for membership were filed at this meeting and Secretary Heuer says there are three to be filed at the next meeting. When all these are elected, including one at the previous meeting, the total additions to the membership of the club for the fall season will be ten.

It is announced elsewhere in this issue of HARDWOOD RECORD that the Lumbermen's Club of Memphis will be host on the evening of January 19 to the lumbermen who attend the annuals of the following associations from January 15 to January 18, inclusive: American Oak Manufacturers', Southern Hardwood Traffic, Southern Alluvial Land and Gum Lumber Manufacturers'.

This meeting was characterized by unusual enthusiasm. The attendance was full. A delightful luncheon was served. President Ralph May occupied the chair.

With the Trade

Hoover Joins Utley-Holloway Force

H. G. Hoover who has been well known in lumber circles in different parts of the country for a good many years has just accepted the position as sales and office manager of the Utley Holloway Company, Conway building, Chicago. Mr. Hoover is considered one of the best office men in the business and with the long experience in all of the features of lumbering, starts his new work with exceptional prospects.

Mr. Hoover started with the Leavitt interests in the old Wisconsin Oak Company, Chicago, way back at the time of the St. Louis Fair. He was with the Wisconsin company through its various operations up to the time it was merged into the Leavitt Lumber Company. He spent some time at the company's mill at Frederick, Wis.

Following a six years' connection with the Leavitt interests, Mr. Hoover was associated with the Estabrook-Skeele Lumber Company at Chicago for six months, and then entered the office of the Griffen H. Deeves Lumber Company, where he handled the office end of the business with notable success. He was with Mr. Deeves for some time until about five years ago when he accepted the position of assistant secretary of the Hardwood Manufacturers' Association of the United States. He worked in this capacity for a year and then returned to Mr. Deeves' office where he remained up to a few months ago when he was compelled to go South to handle the cleaning up of the estate left by his father at Springfield, Mo. Mr. Hoover returned to Chicago a few months ago and joined the Utley-Holloway forces about the middle of the month. The enforced rest has done wonders with Mr. Hoover's health and he starts his new work with all the energy in the world.

This new acquisition will give Mr. Utley and Mr. Holloway the time they have long wanted for uninterrupted attention to the outside work of the firm. This is particularly essential these days with the new demands due to the rapid expansion of this coming institution. The company is building a large new mill at Clayton, La. Mr. Holloway is giving a great deal of his time to the completion of the plant, laying of track and getting the operation in shape for an early run.

Mr. Hoover will have associated with him in the office Sherman C. Amsden, who joined the Utley-Holloway force several months ago. He served in an important capacity with a representative advertising agency in Chicago prior to going with the Utley-Holloway Company.

Incidentally, this company because of the rapid growth of its business, has just taken on much more extensive quarters in the Conway building and will have moved into these new rooms within a very short time. They are located on the tenth floor.

W. H. Weller Joins Huntington Company

W. H. Weller, formerly secretary of the Hardwood Manufacturers' Association of the United States, and recently in the hardwood and cypress business at Cincinnati, announces that he has arranged to join the forces of Offutt & Boice at Huntington, W. Va., on November 1. He will take charge of the selling, and in fact have entire charge of the office.

The company recently organized and will engage quite extensively in the manufacturing and wholesaling of hardwood lumber. It has already started one mill in Boone county, W. Va., and will have another under way in a few weeks. The Boone county mill is cutting on a virgin tract of oak and poplar and is now making out about 40,000 feet a day.

Both Mr. Offutt and Mr. Boice are well known in the hardwood industry. Mr. Offutt for the past eight years has been vice-president and general manager of the Rockcastle Lumber Company at Huntington, which company has recently cut out the last of several thousand acres of its holdings in eastern Kentucky. Mr. Boice has operated extensively in Virginia and is now building a band mill with dry kilns at Hartford, Tenn.

Smith Milton Passes On

On Sunday, October 14, T. Smith Milton, secretary-treasurer of the Churchill-Milton Lumber Company, president of the Louisville Hardwood Club, and director of the Southern Hardwood Traffic Association, one of the South's most prominent and progressive lumbermen, died following an illness of malaria and typhoid contracted while visiting the company's southern mills. He went South six weeks ago, but after staying there a short time was forced to return to Louisville, where he was confined to his bed. On account of no improvement in this condition, the physicians, who are among Louisville's ablest, had him removed to the Jewish hospital, but despite all that could be done he passed away at 1 p. m. Sunday.

Mr. Milton began his business career with R. M. Cunningham in the yellow pine business immediately after leaving high school, and after a number of years became associated with Selden-Breck Construction Company as lumber purchasing agent. He left the latter concern to organize the Milton-Peter Company, manufacturer of table tops and slides. Just

H. G. HOOVER, SALES MANAGER, UTLEY HOLLOWAY COMPANY, CHICAGO

THE LATE T. SMITH MILTON OF LOUISVILLE, KY.

W. H. WELLER, SALES MANAGER, OFFUTT & BOICE, HUNTINGTON, W. VA.

as his business was expanding he chose it as his best aid by his [illegible] with the Louisville Point Lumber Company as sales [illegible] agent.

In 1914 he with John Churchill organized the Churchill-Milton Lumber Company. Their first experience was in wholesaling, operating a yard at New Albany, Ind. They later contracted for the output of the Jolly mill at Gassaway, La. In 1915 they purchased a mill at Glendora, Miss., but as this mill did not cover their sales cost they erected a modern band mill at Greenwood, Miss., which was placed in actual operation last spring.

Mr. Milton at all times championed anything that he thought would promote the interests of the lumber industry. It was entirely thru his efforts that a branch of the Southern Hardwood Trade Association was established at Louisville in 1916. He was the first chairman of the local organization. At the general meeting of the Louisville Hardwood Club last November he was unanimously chosen as its president. He was also a prominent member and took active part in the Gum Lumber Manufacturers' Association, Veneer, Oak Manufacturers Association, National Hardwood Lumber Association, and National Wholesale Lumber Dealers' Association.

Aside from his activities in the lumber trade, he took great interest in sports, being director of the Louisville Athletic Club and Louisville Boat Club. He was conceded to be one of the best automobile men, oarsmen and trapeze artists in this section in spite of the fact that he was slightly crippled and spent his early life on crutches. As a member of the boat club he developed into a crack swimmer, pulled the best oar in the club and was an expert tennis player.

His happiest moment was when he was doing a favor for some one else; in fact, his entire life was given up to following the example of the good samaritan. To know Smith was to love him, and because of his loyal devotion, never tiring faithfulness and his sunny disposition, he was held in the highest esteem by all who knew him. His loss will be mourned by the whole trade.

Many condolences have been received by both the firm and Mrs. Milton. Employes of the mill at Glendora, Miss., to show the high esteem in which he was held by them wired as follows:

Accept our most heartfelt sympathy. We feel that we have lost one of our greatest friends and that what we have learned thru him by his untiring example will benefit us the balance of our lives.

The Gum Lumber Manufacturers' Association wired as follows:

Accept our sincere sympathy in your loss of Smith Milton, who was the finest type of gentleman and an honest, upright and progressive business man. The entire lumber fraternity mourns with you.

The Louisville Hardwood Club attended the funeral in a body, each firm being represented. Many magnificent floral designs were sent by various lumber organizations and firms throughout the United States.

The deceased was thirty-eight years of age, and a son of the late Mr. and Mrs. Scott Milton. He is survived by only one close relative, a cousin, Col. W. A. Milton, and his wife, Mrs. Elizabeth Smith Milton.

Appreciative resolutions were adopted at a meeting of the club on Tuesday evening, October 16, one day after the funeral:

WHEREAS, The members of the Louisville Hardwood Club being deeply grieved at the untimely death of our beloved friend and president, Smith Milton, endeavor to record our appreciation of his congenial disposition, untiring faithfulness, unrestrained progressiveness and constant devotion, and the high esteem with which we shall always remember him, and

WHEREAS, It is most unfortunate that he should be called to the great beyond before he could enjoy any of the fruits of his unceasing labor, and

WHEREAS, Knowing how well he emulated the example of the good samaritan, and knowing that no additional wreaths of glory can be added to his brow by anything we may say,

HOWEVER, BE IT RESOLVED, That the Louisville Hardwood Club, in convention assembled, mourn the loss of our departed brother and that these resolutions be spread on the minutes and copies thereof be sent our friend's wife and the Churchill-Milton Lumber Company, extending to them our deepest and sincerest sympathy at this hour of bereavement.

Shippers Get Relief by Personal Appeal

The seriousness of the railroad car situation was responsible for a large delegation of hardwood men at Baltimore, Md. Some of the biggest shippers in West Virginia called on Vice-President Thompson of the Baltimore & Ohio two weeks ago to make representation with respect to the inadequacy of the transportation facilities. An extended interchange of views followed, with the result that the millmen obtained from Mr. Thompson a promise that the company would afford all the relief possible under existing conditions. Since then cars have been coming forward in considerably increased number and the congestion in the way of hardwood lumber has been to some extent relieved. The delegation included Mr. Curtin of the Pardee & Curtin Lumber Company; Mr. Richards of the Fenwick Lumber Company, Fenwick; Mr. Brewster of the Sun Lumber Company, Weston, and Mr. Campbell of the Birch Valley Lumber Company, Allingdale. There were about twenty prominent shippers in the delegation.

Lumberman Entertains Co-Workers

Bert Hanna, vice-president of the C. W. Leech Lumber Company, Detroit, Mich., entertained the wholesale and retail hardwood lumber trade of Detroit as well as a few personal friends outside of the lumber business, at his splendid new home at 71 La Salle Gardens on Monday night. The occasion was a well arranged dinner. Appropriate favors and decorations were in order.

An informal meeting, at which Charles W. Leech acted as toastmaster followed in the luxurious living room. Mr. Leech paid great tribute to Mr. Hanna's successful career. This was followed by a number of other

The guests were entertained during the evening by well-known local musical talent. Mrs. Hanna acted as hostess and was assisted by Mrs. Leech and Mrs. Dessert.

Veneer Plant Changes Hands

[illegible] to the Wood-Mosaic Company of New Albany, Ind. The purchasers announce that the plant will be put in operation in the near future.

New Wood-Bending Device

A company has been organized at Parkersburg, W. Va., to install a plant for bending wood. A charter has been granted the incorporators who are well known residents of Parkersburg as follows, F. G. Davis, L. L. Miller, W. S. Geary, P. D. Neal, and A. R. Adair. The company is capitalized at $50,000 and will have its principal office at Parkersburg.

New Cigar Box Company

A [illegible] capital, to manufacture a humidor cigar box. Officers of the company are Walter Iorr, president; Thomas G. Alvord, vice-president; E. W. Aument, secretary. The officers and John D. Case, Joseph Renihan, [illegible]

New Corporation Formed

A new corporation under the name of Stark-Lambert Lumber Company, with headquarters at Beaumont, Tex., has been organized. This corporation absorbs The Orange Hardwood Lumber Company of Orange, Tex. The personnel of the new organization and the purpose of The Orange Hardwood Lumber Company [illegible]

A Correction

The last issue of Hardwood Record contained a [illegible] to the effect that James Kennedy & Co., Ltd., of Cincinnati had changed their local manager. By error this was printed as "Jones," Kennedy & Co. HARDWOOD RECORD recently received a letter calling attention to the mistake.

Forty Million Feet Short Run for This Company

A news item got into the last issue of Hardwood Record stating that a 40,000,000 foot tract of hemlock recently purchased by the J. S. Stevens Lumber Company, Odanah, Wis., would keep it running for two years. HARDWOOD RECORD has received the following characteristic letter from F. J. Darke of this institution which very plainly states that the item in question was in error:

Your postal of the 11th, calling attention to notice on page 41 of your issue of the 10th is at hand.

We were the successful bidders on an odd lot of 40,000,000 feet hemlock on this reservation but inasmuch as we run 60,000,000 feet or over from this mill each year, if we devoted two years to that lot, we would have more time to go fishing than the writer has experienced in his past life.

Rieha-Scherer

Saturday is not usually chosen as a marriage day, but it was selected by Miss Ellen Gertrude Scherer, daughter of the late William C. Scherer, senior member of the firm of William C. Scherer & Co., Baltimore, Md., as the day for her wedding to Edward L. Rieha. The ceremony took place at Corpus Christi Catholic Church. Miss Aileen Scherer, sister of the bride, and Miss Marie A. Stack of Baltimore were among the bridesmaids, and George P. Zouck was best man. A small reception at the home of the bride's mother followed.

Warder-Ray

Miss Ida Jane Warder, daughter of Dr. and Mrs. John I. Warder of Weston, W. Va., was married to Robert J. Ray, a member of the Sun Lumber Company, Weston, on Wednesday, October 17. The ceremony was performed by Rev. H. B. Lee, Jr.

Mrs. Ray is a very prominent member of West Virginia social circles and is considered one of the most beautiful young women in West Virginia.

Mr. Ray is also prominently connected with the business and social life of Weston. It is needless to say that sunshine and happy days will be prominent in the future lives of this couple.

They left for a honeymoon trip of unknown extent and direction and will be at home at Weston after November 1 at 132 East First Street.

W. C. Bartlett Joins Charleston Company

W. C. Barlett for several years sales manager for the American Column & Lumber Company, St. Albans, W. Va., announces that he has become a member of the Thomas Hall Lumber Company of Charleston, W. Va., and will look after the sales end of the business of the Charleston office.

This announcement follows a recent notice to the effect that S. O. Moore, also formerly sales manager for the American Column & Lumber Company, preceding Mr. Barlett, has taken charge of the northern territory for the Thomas Hall Lumber Company, he having headquarters in Detroit, Mich.

Mr. Hall is the third member of the Thomas Hall Lumber Company who had past association with the American Column & Lumber Company. He was connected with this firm for several years in various capacities and received a most excellent training.

The Thomas Hall Lumber Company is manufacturing hardwoods extensively in West Virginia. It will begin cutting on a new 20,000,000 foot tract at Marmet, W. Va., very shortly. This is on the main line of the Chesapeake and Ohio Railroad. The company is now completing a single band mill at Marmet which will be turning over about the first of November.

In addition, the company has secured a tract on the Laurel Creek branch of the Chesapeake and Ohio, adjoining the Stark operation of the American Column & Lumber Company. This tract will take three or four years to cut over.

The company controls the cuts of quite a number of small mills at different West Virginia points and is making a very substantial amount of headway in West Virginia operating circles.

New Operation Commenced

The Blue Ridge Timber Company recently organized and incorporated under the laws of North Carolina with an authorized capital stock of $100,000 has just started to manufacture a very high class tract of timber at Max Meadows, Va., on the main line of the Norfolk & Western Railway. The general offices of the company will be at High Point, N. C., from which office the sale of several mills in western North Carolina will be handled. The output of the Max Meadows mill will be taken care of from that office. The company also proposes to start operations in Surry county, North Carolina, within the near future.

The stockholders and officers of the company are as follows: Lee A. Briles, president; E. C. Slater, vice-president and general manager, and R. H. Wheeler, secretary-treasurer.

The management of this business is in the hands of a southern lumberman who has spent many years in the management of hardwood operations in several southern states and in the various stages from the "ground hog" to the most modern double band, and the new company is entering the field under very favorable conditions.

Charles Fremont Braffett

Charles Fremont Braffett, vice-president of the Simonds Manufacturing Company, located at 1500 S. Western avenue, Chicago, and head of the Upton Machine Company, St. Joseph, Mich., killed himself in his home, 3001 South Seventh avenue, La Grange, Ill., on Thursday evening, October 18. Death was due to his inhaling gas.

While no note of explanation was left, the coroner's jury decided the day after that the deceased had made away with himself on account of despondency over ill health.

Mr. Braffett leaves a widow, a son, John W. Braffett, and a daughter, Mrs. Katherine D. Pratt of La Grange.

Mr. Braffett was a Mason and a member of the Hinsdale Golf Club. He was sixty-one years of age and had a long career in business manufacturing circles, being very well-known in many parts of the country.

Masonic services for immediate friends and relatives were held at the late residence at La Grange on October 21 at 11 o'clock in the morning.

Pertinent Information

Carriers to Again Ask 15 Per Cent Increase

Hardwood interests have been represented recently at two or three hearings and conferences at Washington before the Interstate Commerce Commission by J. H. Townsend, secretary of the Southern Hardwood Traffic Association, and J. V. Norman of Louisville, attorney for the association.

They were present when the railroad representatives told the commission the other day that they would like to present an application for permission to file tariffs increasing commodity rates generally throughout Official Classification Territory by 15 per cent, as the commission rejected a similar proposed increase in deciding the original 15 per cent advanced rate case and because the railroads claim that their revenues are decreasing and their expenses increasing. Capt. E. A. Selfridge of the California Redwood Association and member of the lumber committee, Council of National Defense, also attended this conference.

The commission announced late on Monday that it had reopened the case and set November 5 in Washington for hearing. Incidentally the commission opened the way for southern and western roads to get in their claim, which they are expected to do, for advances in their parts of the country, which would make the proposed freight rate increases nation-wide, if they are approved by the commission.

The commission holds that the eastern railroads' suggestion that hearings recently set for the 15 per cent case here on November 1 to be postponed 60 days to give the carriers time to prepare their applications for permission to file revised tariffs proposing a general 15 per cent rate advance, was "in error," in view of the carriers' contention that their financial situation is such that they need immediate relief.

It is understood that shippers interested in the 15 per cent case will be notified of the hearing November 5 and that all parties will be given ample time to present evidence. A decision on the merits of the proposition is not expected for some weeks.

Enormous Increase in Freight Traffic

In the month of July the railways of the United States handled 48 per cent more freight traffic than in July, 1915, and 49 per cent more than in July, 1914, says the Railway Age Gazette. The Railroads' War Board has just issued statistics showing that the ton mileage of freight handled in July, 1917, was 20.2 per cent more than it was in the same month of 1916. This increase in the traffic handled reflects a remarkable performance in view of the fact that the traffic of 1916 far surpassed all records up to that time. It should be borne in mind that there has been almost no increase in railway facilities within the last two years.

Baltimore Uncertain as to Export Permit Office

It looks now as if this port would not get a branch office of the Exports Advisory Relief Board as soon as had been expected. The latest information received by Robert Beacham, secretary of the Merchants and Manufacturers' Association, is that Boston and Philadelphia will receive attention before this city is looked after, and it is intimated that some time may elapse before Baltimore receives attention. This delay is regretted especially by the exporters of hardwoods, who had entertained hopes that they would soon have accessible an official from whom could be obtained permits to make shipments to Europe. Intimations have been received to the effect that considerable space for the shipment of lumber would be available, especially on French steamers, and the exporters desired to take advantage of the opportunity. Of course they can get the necessary document at Washington, but this always requires a trip to the capital and entails delay that may prove serious. Now, when there is a chance it must be acted upon without delay, and there is not always time to go to Washington, which requires the greater part of the day without any real certainty that the object of the trip will be accomplished. The exporters here feel that the importance of the port entitles them to a branch office, and they especially desire that the representative at the branch be empowered to issue permits under which shipments can be made by way of other ports as well, since it is not always feasible to make shipment by way of Baltimore.

Wood Exports in July

Figures have just been published showing the exports of lumber and other forest products from the United States in July last. A summary of these figures follows:

	Value 1916	Value 1917			
Round logs	$ 95,237	$ 76,717	Redwood	$8,321	62,412
Firewood	13,744	22,979	Spruce	303,274	162,487
Square logs	368,106	264,438	All other lumber	312,258	76,106
Railroad ties	266,795	223,707	Doors, sash, blinds	19,542	13,614
Fir lumber	254,023	95,327	Wooden furniture	236,045	233,900
Gum lumber	37,027	60,752	Handles		60,413
Oak	199,429	307,723	Barrels	86,023	41,135
White pine	108,913	48,620	Box shooks	192,746	106,584
Longleaf pine	654,229	371,047	Barrel shooks	182,763	36,830
Shortleaf pine	2,044	496	Staves	240,445	297,363
Other pine	108,255	168,025	Heading	23,874	15,794
Yellow poplar	51,127	31,360	House trimming	27,858	26,143
			Woodenware	24,466	13,169

Trade Opportunities

Washington has received a report from United States Commercial Attache Vedits at Paris that the French minister of the Interior has invited offers from manufacturers and dealers for 20,000 wooden bed frames in lots of 500, each concern to be permitted to furnish not over five lots, and various other furnishings, etc., for home and other buildings in French territory from which the Germans have been driven.

A special agent of the Department of Commerce has transmitted the name of a person in Ecuador who is interested in knocked-down furniture.

Clear-cut Analysis of War Tax

The income and excess profit tax legislation—the war tax of 1917—is given a very clear and succinct digest in a book recently by the National City Bank of New York City. The book is entitled "Digest of the Federal Income and War Excess Profits Tax Laws." It covers the entire question in a way that makes it possible for users of this booklet to arrive at their proper standing under the tax law and feel perfectly confident that they are working in the right direction.

We understand that a copy of this booklet is available to anybody who will apply for it.

Scientific Lumber Drying

Advance notices announce that a scientific treatise on kiln-drying lumber will soon come from the press of the J. B. Lippincott Company, Philadelphia. The author is Harry D. Tiemann of the Forest Products Laboratory, Madison, Wis. He is well known to the lumber trade as a scientific investigator of the first order, and his book may be depended upon as high authority on the seasoning of lumber.

More Wood to Be Used in England

Reports reaching the offices of the National Lumber Manufacturers' Association, Chicago, indicate that there will soon be an increase in the use of wood in England. During the past two years England has been living very largely upon its fixed capital so far as wood is concerned, and little has been done to make repairs or erect new buildings. The railroad companies put off necessary work in the hope of better conditions but this cannot be longer postponed. The construction of workmen's cottages must also go ahead since many munition and other workers are homeless while the great increase in shipbuilding and ship repairing is bringing an inevitable demand for more ship timber. At the same time the requirements of the British Army for packing boxes and cases, furniture, light railways, aerodromes, and other buildings, make a constant demand for lumber.

The conclusion of the English timber firms is, therefore, that the time has arrived when a larger timber consumption must take place, and that the government will act wisely if it allows a larger importation of foreign stocks.

Selling Lumber by the Piece

Suggestion was put forward [illegible] the National Lumber Manufacturers' Association in Chicago on October 10 that in some [illegible] piece or by the hundred feet, than by the thousand, as the custom now is. It was argued during the discussion which the proposal called forth that [illegible] exact quantity wanted it would not seem so high. The direct proportion between the small bill of lumber wanted and the price for a thousand feet is not always immediately apparent to the prospective purchaser, particularly when his wants are small.

The only action taken was to refer the matter to the new trade extension committee. It is needless to state that customs long established cannot be easily changed; yet when change is advantageous it can be brought about. In the discussion in the committee's meeting differences of opinion developed as to the best means of putting the new system of quotations into effect, in case it should be decided to do so. Some felt that the start in quoting in this fashion could best be made by the retail dealer, while others felt that were the manufacturers to begin quoting in this fashion to retailers, the latter would immediately pass it on to the public, and the custom would thus become established.

Labor Troubles in Evansville Factories

The Industrial Workers of the World are trying to get a foothold in Evansville, Ind., as evidenced by a strike among the workers in the furniture factories in that city which was called on Thursday, October 18, when many of the wood working plants were closed down. For some time the furniture workers in Evansville have been quietly organizing a union that is known as the Workers' International Industrial Union, and this is said to be a part of the Industrial Workers of the World. The strikers say they have over 2,000 members. The workers made a demand of the manufacturers for a fifty-hour work week and an increase in wages amounting to about fifteen per cent. The manufacturers paid no attention to the demands. When their demands were ignored the strikers agreed to walk out and many men who had not joined the union also quit their jobs. The manufacturers are taking matters easy and are now making necessary repairs on their plants while they are closed down. They say they will treat with their men and raise their wages as individual cases would warrant, but that under no circumstances will they treat with a union that has no standing and which is known to be a part of the Industrial Workers of the World. In some factories in Evansville the workers are now receiving more money than they would get if their demand for more money was granted them. The men demand a fifty-hour week, but want pay for sixty hours or more. The strikers have no means of support and have appealed to the working people of Evansville for help, but help is not expected very soon for the reason that the Evansville Central Labor Union and many of the other unions of that city have recently passed resolutions denouncing the Workers' International Industrial Union, saying that it is affiliated with the notorious Industrial Workers of the World. Evansville manufacturers say that they expect to continue to fill their orders promptly and in their opinion the trouble will soon blow over and the strikers will be glad to come back.

Forest Service Made Over to War Work

Acting Forester W. L. Hall says that over 160 persons in the Forest Service have gotten leave for military service besides temporary employes, such as forest guards, fire fighters, etc. The service is pushing the Liberty Bond campaign for all it is worth and about $10,000 has been subscribed in the Washington office alone.

The war, Mr. Hall says, has caused many changes in the plans of the Forest Service. One is a slackening up of the work of purchasing forest lands in the Appalachian mountains under the Weeks forestry law. Mr. Hall says that this is being confined to filling in gaps in the new eastern and southern national forests, because the Forest Service is shorthanded and the department of justice staff is so busy working on the titles of land for military and naval purposes that it does not have time to clear the title of forest land. However, a meeting of the National Forest Reservation Commission will be held here in December to consider such land purchase questions as may be ready for action.

Mr. Hall says that a good deal of the scientific and investigative work that could wait has been practically discontinued during the war. This includes much of the forest planting work and forest nursery work, and general studies made of the growth of timber and other scientific matters connected with forestry.

On the other hand, the grazing studies have been increased largely with a view to immediate utilization of the range in the national forests to the fullest extent. The Madison, Wis., Forest Products Laboratory is understood to be loaded up with war work, much of it new.

The national forests are doing their share of work to help the country in war, it is stated. At the Forest Service it is said that among the national forest products going largely into war uses at this time are locust treenails from the southern Appalachian forests, for government wooden ships; Douglas fir lumber used in shipbuilding on the west coast; western yellow pine from far western and southwestern national forests, used largely in making boxes for the war department; oak cut in the Arkansas national forest and the Appalachian government forests, entering into material for submarine chasers.

Wood as Structural Material

[illegible] Snow who came before the wood-using public some fifteen years ago with a book entitled "Wood." The title of the volume which has just appeared is "Wood and Other Organic Structural Materials." The materials other than wood which find places in this book are glue and rubber, and there is more or less treatment of paints, varnishes and oils in their useful application to wood. Seasoning and treatment to hinder decay also find places on its pages.

Wood holds by far the most important place. Those woods which are or should be familiar to the builder and the dealer are listed and described, and facts concerning their physical qualities are given, their abundance or scarcity, weights, colors, and other characteristics.

The book is not a new edition of Mr. Snow's work on wood published in 1903. This is a new work, much more complete than that, but to some extent it follows the same general plan. So far as the field can be covered in the limited space of 450 pages, this is a cyclopedia on wood as this material is used at the present day. The price of the book does not appear in the publisher's prospectus, but those who want a work of real value along the line covered by this book will doubtless feel that they have received the worth of their money if they buy the book. The author is a member of the American Society of Civil Engineers, and dean of the school of applied sciences, New York University.

A New Book on Saws

The D. Van Nostrand Company, 25 Park place, New York, has brought out a book under the title, "Saws: Their Care and Treatment." It contains 268 pages, a large number of diagrams and other illustrations, and retails for $2.50. The author is Harry W. Durham, and it is stated in the preface that the book was written primarily for saw users in England and the dependencies. It is apparent from the text that the author drew much of his material from American sources. Some of the illustrations and descriptions are supplied by well-known saw manufacturers of the United States.

There is a general similarity in the work to be done by saws which cut wood, no matter in what country they happen to operate, and for that reason a scientific work on saws in England ought to be valuable to saw users in the United States. After giving a very brief historical account of saws, the following topics are more fully discussed:

Particulars of reciprocating saws;
Particulars of circular saws;
Shapening saws by hand filing;
Sharpening saws by machines;
Setting the teeth of saws;
Hammering and tensioning circular and reciprocating saws;
Sharpening large band saws.

Following these topics, there are discussions covering topics of miscellaneous kinds, such as doctoring band saws, sawroom practices, saw packing and guides, power to drive sawing machines, and many other topics. It thus becomes apparent that the field is well covered. The author claims to have had twenty-five years of experience in handling saws. The book is well written and is printed in clear type on good paper.

Tests on Kiln-Drying Propeller Stock

The testing of kiln drying of woods for airplane stock is deemed of such importance that the Official Bulletin has issued a special announcement on the subject. According to this, spruce can be used for aircraft production after kiln-drying without injury. It is hoped that similar results can be obtained with kiln-dried ash, oak, mahogany and other hardwoods, many of which are being tested. Following is what the Official Bulletin, issued by the Committee on Public Information, says of the tests:

When the United States entered the war the need for wood to build airplanes quickly created a difficult problem. Most of the air-seasoned wood available had been bought for airplanes for the allied nations abroad. Thorough air seasoning of such stock requires from one to three years, according to the size and kind of wood. Kiln-dried stock under the methods ordinarily used has frequently proved unsatisfactory and for that reason airplane manufacturers have been reluctant to use it. If the needs of the fighting forces were to be met adequately and without prolonged delay, it was essential that methods of conditioning should be available in which full confidence could be placed.

Long before this situation developed the forest products laboratory of the Forest Service, at Madison, Wis., had been making a scientific study of the drying of wood, and had developed a method of drying which has been very successful with all the woods tried. Several kilns have been built at the laboratory for experimental purposes and a number of demonstrations made in commercial kilns. Ash and spruce are the woods most in demand for airplane construction, and anticipating the present situation the Forest Service secured a shipment of partially air-seasoned ash and spruce plank for preliminary tests.

This material was kiln dried without injury. Later thoroughly green Sitka spruce, white ash (northern and southern), white oak, Douglas fir, western white pine, and mahogany were secured in the log to[illegible]. The [illegible] divided into three matched groups. One group of each species was [illegible] the third group was kiln-dried, trying several methods, and then tested [illegible] comparison with standard tests which had already been made shows that [illegible] Definite specifications have been prepared for kiln-drying spruce green [illegible] will insure kiln-dried stock of this species equal to air-dried stock.

A preliminary study of propeller construction has shown the need of such information on propeller woods. The testing of the ash and other species now on hand, which include several propeller woods, is being pushed as rapidly as possible, and there seems reason to expect as favorable re[illegible]

Building Permits for September

The monthly statement of building permits, issued in the principal cities throughout the United States, has recently acquired a new and more important significance, because of the index it furnishes of the extent in which the so-called "usual business" of the country is being maintained, in the face of the strenuous military and naval efforts which the nation is making. Viewed in that light, the situation that is presented is not without its comforting aspects, that is, the shrinkage is less than might have been expected. If the dismal reports that are made concerning the building industries in many business centers were to be accepted at par, the condition of things would be distressing. But it is far from being so bad as that.

The official reports of the building permits issued during September in 115 principal cities, as received by the *American Contractor*, Chicago, total $51,751,484, as compared with $70,980,161 for September, 1916, a decrease of 27 per cent. The comparative decrease in August was 33 per cent, so that by comparison the situation appears to be slightly improving. The actual decrease in the volume of work is somewhat in excess of 27 per cent, however, inasmuch as costs are greater than a year ago.

Of these 115 cities, 38 show gains, a few of them decisive gains. Among them is New Haven, Conn., where the constructional activities of Yale University have been very conspicuous recently. Cleveland shows a gratifying expansion, due to the growth of its industries. New York City has greatly reduced the unfavorable showing it has been making in recent months. Industries are thriving in the various centers, largely to the degree to which they are participating in the manufacture of supplies used in our national emergency.

The total number of permits issued in these 115 cities for the month was 18,401, compared with 27,244 for September, 1916, a decrease of 30 per cent.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

Of HARDWOOD RECORD, published semi-monthly at Chicago, Ill., for October 1, 1917.

State of Illinois, } ss.
County of Cook. }

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared E. H. Defebaugh, who, having been duly sworn according to law, deposes and says that he is the Editor of the HARDWOOD RECORD, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Name of— Postoffice address—

Publisher—The Hardwood Company, 537 So. Dearborn St., Chicago, Ill.
Editors—E. H. Defebaugh and E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.
Managing Editor—E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.
Business Managers—None.

2. That the owners are (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):
E. H. Defebaugh, 537 So. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (If there are none, so state): None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corportion has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ———. (This information is required from daily publications only.)

(Signed) E. H. DEFEBAUGH, Editor.

Sworn to and subscribed before me this first day of October, 1917.

JAMES S. PENNINGTON,
[SEAL.] Notary Public.

(My commission expires October 24, 1920.)

Hardwood News Notes

MISCELLANEOUS

The Lents Spring Hub Company has been incorporated at Benton, Ky.

The Brown-Hawkins Lumber Company, Detroit, Mich., is in the hands of the creditors.

The Corbin Folding Chair Company, South Bend, Ind., has been incorporated, and is capitalized at $25,000.

The Schmit Trunk & Bag Company, Oshkosh, Wis., has sustained a loss by fire.

The Ross Lumber Company at Knoxville, Tenn., has been incorporated under the same style with $35,000 capital.

The Boynton Land & Lumber Company, Boynton, Ark., has been succeeded by the Anderson-Poorman Manufacturing Company with headquarters at St. Louis, Mo. The company is capitalized at $100,000.

The Boice Hardwood Company has incorporated at Richmond, Va.

At Olympia, Wash., George M. McDowell has been appointed receiver for the Olympia Shipbuilding Company.

The S. L. Eastman Flooring Company, Saginaw, Mich., has been dissolved, with W. H. Erwin appointed as receiver of its effects and estate.

Fire losses are reported as having been sustained by the Twin City Hardwood Lumber Company, St. Paul, Minn.

The capital stock of the Arkmo Lumber Company, Little Rock, Ark., has been increased to $200,000.

The following incorporations are reported: The Murfreesboro Block Company, Murfreesboro, Tenn., to manufacture axe handles; The Leonard Land & Lumber Company, Nashville, Tenn., capitalized at $10,000; the Keller & Tamm Manufacturing Company, St. Louis, Mo., re-incorporated at $200,000; the Pinellas Novelty Works, St. Petersburg, Fla., capital $10,000; the Blue Springs Lumber & Milling Company, Blue Springs, Mo.; the Timber Products Company, Brunswick, Ga.; the Baldwin Shipbuilding Company, New Baltimore, N. Y.

The Missouri Plate Glass Company, Valley Park, Mo., is an involuntary bankrupt.

At Knoxville, Tenn., the Knoxville Veneer Company has assigned and W. W. Carson, Jr., appointed receiver.

The Wheeler-Timlin Lumber Company has succeeded O. Paulson at Dorchester, Wis. The headquarters of the company are located at Wausau, Wis.

The assignment of the James Marcus Mount Vernon Woodworking Company, Mt. Vernon, N. Y., is reported.

J. A. Huddleston, F. A. Weaver, A. W. Damron of Excelsior, W. Va., H. C. Beavers of War, W. Va. and W. W. White of Welch have incorporated the Bull Creek Hardwood Lumber Company at Excelsior, W. Va., to operate sawmills in McDowell county with a capital stock of $20,000.

CHICAGO

The General Specialty Company, city, has changed its name to the Chicago Woodcraft Company and decreased its capital to $5,000.

The Schweizer & West Manufacturing Company, another local concern, has changed its style to the West Woodworking Company.

Among the out-of-town lumbermen who attended the world's series games in Chicago were: Max Sondheimer of the E. Sondheimer Company, Memphis, Tenn., John W. Dickson of the Mississippi Valley Log Loading Company, Memphis, Tenn., R. M. Carrier and General Manager McCormick of the Carrier Lumber & Manufacturing Company, Sardis, Miss., J. H. P. Smith, Detroit, Mich., J. G. Brown, Louisville, and Bob Carpenter, New Orleans, general southern manager of the Chicago Belting Company, who by the way was on his way to Canada.

J. E. Walsh, sales manager for James E. Stark & Co., and the Memphis Veneer & Lumber Company, Memphis, Tenn., dropped in HARDWOOD RECORD'S office last week on his way south from a trip to northern and eastern points. Mr. Walsh got as far east as the coast and reported conditions rather slack in that territory, but said that prices are holding up well. While at Buffalo he made a visit to the plant of the Curtis Aeroplane Company and was very much impressed with the prodigality in the use of ash. He said that only about five per cent of the lumber purchased is actually consumed in the manufacture of airplanes. Mr. Walsh counted on working around in the Chicago district for a week or so before landing in Memphis. He will have been out for about four weeks when he returns to his home city.

G. H. Holloway of the Utley-Holloway Company, Conway building, Chicago, returned a short time ago from an extended trip South. After stopping here a few days he went back again to the company's new mill operation at Clayton, La. The new mill is rapidly nearing completion and will soon be in operation. The Utley-Holloway Company is growing so rapidly that it has engaged much more extensive offices on the tenth floor of the Conway building, where it is now located.

Morris Welsh, representative of the Lamb-Fish Lumber Company, Charleston, Miss., spent some time with the trade about a week ago.

W. J. Grossman, secretary-treasurer of the Tipler-Grossman Lumber Company, Green Bay, Wis., was in Chicago for a few days last week. Among other northern visitors were: George C. Robson of the Kinzel Lumber Company, Merrill and J. H. O'Melia of the J. H. O'Melia Lumber Company, Rhinelander, Wis.

F. R. Gadd, assistant to the president of the Hardwood Manufacturers' Association of the United States, spent a brief time in Chicago last week. Mr. Gadd is growing more enthusiastic every day over the workings and prospects of the association's open price competition plan established at last winter's meeting.

L. H. Wheeler of the Wheeler Timlin Lumber Company, Wausau, Wis., dropped in on Chicago friends about a week ago.

Fort Benjamin Harrison, near Indianapolis, has many Kentuckians in its roster, who keep things lively. One of the candidates for commissions is Sam Mengel who was connected with the C. C. Mengel & Bro. Company, Louisville, Ky., for several years before enlisting. One of his latest feats was a record of 172 out of a possible 200 points in shooting with a .45-calibre, automatic revolver. He with other boys from old Kentucky are in the "Reds" camp and are making life miserable for the "Blues." This initial work of the boys in Uncle Sam's camp is making them fit for service in France, and you will hear from all of them.

BUFFALO

Lumbermen are giving much attention at present to the second Liberty Loan and are taking a large part in the subscriptions. Among members of the hardwood industry who have subscribed for large amounts are the Hugh McLean Lumber Company, Taylor & Crate and the A. J. Chestnut Lumber Company, each subscribing $50,000.

A new sort of lumber truck of the caterpillar pattern was shipped to Thessalon, Ont., a few days ago for the Hope Lumber Company, in which a number of North Tonawanda lumber dealers are interested. According to a member of the company, this is the first truck of the kind to be sent into the woods. It will be used for hauling logs from the company's timberlands to its sawmill and is expected to locomote across the territory on its peaceful business with as much ease as the famous "tanks" do on the battlefields abroad. The experiment will be watched with interest by other lumbermen.

Pretty nearly everybody in the city lumber trade turned out to the annual chestnut picnic on October 11. The trip is getting to be a habit, though chestnuts are hardly that. Last year the rain kept the people in an adjoining hamlet during the "outing," and this year the chestnuts failed to be ripe enough to fill the visitors' pockets, but they will go next year just the same, for the Boston hill is famous as a late picnic ground, especially when the Buffalo Lumber Exchange stops there with its twenty-five automobiles and material for two big meals.

Chairman C. N. Perrin of the Lumber Exchange, looked after it all, with the assistance of his able corps of associates, and they cooked a meal, led by a barn-door size of beefsteak and followed just at night with another, led by vast halves of roast chicken. The chief cook was F. M. Sullivan, who has done the act as a cowboy on the western plains, and has not forgotten a single detail in the process. E. J. Sturm and Eugene Nostrand also helped put the eatables into shape and see that the pit fires didn't burn the provender.

The rest of it was ball game and pitching quoits. The sides in the base ball nines were selected by E. W. Gerlitz and W. P. Miller, with C. W. Betts as usual the umpire, who several times during the melee saved his life by a display of bowie knives or a change in the decision. The pitchers were I. N. Stewart and Chairman Perrin, Mr. Stewart keeping his opponent's score down to ten and running his own side up to fifteen. Somebody has observed that it took eleven men to play a ball game on that field, but that number was chosen of course because eleven men are better than nine. Besides there is always someone coming around at the last moment and admitting that he is a good player.

PITTSBURGH

A. G. Breitwieser of the C. E. Breitwieser Lumber Company is spending his time at the company's new operation in West Virginia where a splendid lot of hardwood is being turned out.

The Seaboard Construction Company has the contract for raising the bridges of the Pennsylvania Railroad Company over the Allegheny river and a large amount of oak and other construction timbers will be used on the job.

J. Rex Flinn, president of the Duquesne Lumber Company, has been at that company's big operation at Braemar, Tenn., lately, getting a line on production and other important business around the mill.

The Frampton-Foster Lumber Company reports the best demand for hardwood in its history, especially for oak timbers. It has its scouts out all the time looking for choice contracts of oak or nice lots of oak which can be bought.

The Aberdeen Lumber Company, according to President J. N. Woollett, is looking for considerable higher prices for gum and cottonwood, later in the fall. Mr. Woollett's position is that since the big shipments have come out of the Southwest following the government's sending hundreds of cars into that territory, there is going to be something doing in the price line.

The Pittsburgh Wholesale Lumber Dealers' Association has enthusiastically supported the candidacy of E. V. Babcock, president of the Babcock Lumber Company, for mayor of Pittsburgh and E. V. is giving his opponent a splendid run for his money.

The Kendall Lumber Company is about to start up its new mill near Uniontown, Pa., again after a short shut down. The company's business in mine timbers is the best in its history, according to Sales Manager Young.

BOSTON

[illegible] Wednesday [illegible] to [illegible] the [illegible] setts Wholesale Lumber Association, Inc., held a meeting devoted chiefly to transportation conditions. Report was received of the findings of the [illegible] case, Docket 1050, and, as has been previously reported, they were held to be just and fair to the wholesale trade of New England. A serious menace to the trade was discussed in the development of the method used by the railroads in handling shipping permits. Comparisons of the experiences of several dealers showed it to be a part of the process to inform the consignor and consignee mutually of all factors pertaining to the shipment and in some cases to insist on the lumber being consigned direct to the ultimate user from the producing point. Both of these courses result in all future business of the wholesalers being open to disclosure to the shippers and patrons, which is considered a violation of the act of Congress, Sec. 15, as ruled by the Interstate Commerce Commission on February 7, 1916, under Docket 5518. A committee composed of H. M. Bickford, Harry C. Philbrick and Wm. Bacon was appointed to prepare and present in the name of the association resolutions setting forth the situation and demanding immediate relief from such operation of the system. Following the business meetings of the two organizations, a dinner and general meeting of the whole trade was held in the banquet hall at which several lumbermen and outside speakers made a strong presentation of the wisdom and necessity of the trade as a whole supporting the Liberty Loan by both buying themselves and influencing purchase by others.

An involuntary petition in bankruptcy has been filed against N. P. Gifford of Salem, Mass. Results of the examination have not been reported, but the indications point to an insolvent condition with the list of creditors amounting to some $100,000 and including a number of Boston firms in sums varying from less than $100 up to about $8,000. "Nate" Gifford has conducted the business for a great many years, having succeeded to the same at the death of his father. He had become widely known and it will be with great regret that his many friends note his inability to sustain the old concern in its former standing.

BALTIMORE

Among visiting lumbermen was Mr. Selden of the Selden Selling Agency, Washington, which represents the Union Cypress Company of Hopkins, Fla. Mr. Selden called on a number of the hardwood men here. He stated that the demand for cypress was fair.

A company to construct aeroplanes, promoted by A. R. Phillips, who for a number of years was superintendent of the Curtiss plant at Buffalo, N. Y., is to locate at Warwood, W. Va., above Wheeling. Over $300,000 worth of stock in the corporation has already been sold and work on the plant is to commence shortly.

J. McD. Price, engaged in the wholesale hardwood trade, is back from a week's trip to North Carolina and other hardwood sections, where he went to look after business.

Among the Baltimore lumbermen who have joined the forestry regiments being recruited for service in France is Harry T. Snyder of the Mann & Parker Lumber Company, who has been advanced to first sergeant. He is stationed at Washington at this time, and an effort is being made to secure him a commission as second lieutenant. Mr. Snyder has had about eleven years of experience in the trade and is eminently qualified.

COLUMBUS

Plans are now shaping up for a general building conference to be held in Columbus in connection with the real estate and building show, January 21-30, 1918, at the Ohio state fair grounds at Columbus. The Ohio Builders' Supply Dealers' Association, Ohio Retail Lumber Dealers' Association, Agricultural Lime and Limestone Association and the Union Association of Sash and Door Salesmen have already decided upon dates within those stated above for their conventions in order to participate in the conference, assuring a total attendance to date of 2,200. Other associations are giving favorable attention to these dates in calling their conventions in Columbus, and some will call special meetings at that time in order to share in the building conference.

The Christy Company has purchased the plant of the Fremont Lumber & Supply Company, Fremont. Extensive additions will be immediately made to the newly acquired plant.

C. V. Gough, former owner of the Glen Park Lumber Company, Gary, Ind., is building large lumber yards, preparatory to his engaging in business in Akron, O.

The Stewart-Monroe Lumber Company, Cleveland, has been incorporated with a capital of $25,000. The incorporators are Milton S. Stewart, O. Monroe, David E. Green, N. M. Wilkinson and H. D. Palmer.

After several months' delay in securing a suitable man for executive secretary, the Yellow Pine Wholesalers' Association, organized in August and composed of about two score of wholesalers in yellow pine, has selected Walter L. Goodnow to fill the position. Mr. Goodnow is well known in association circles and has been connected with B. H. Pollock & Co., of St. Louis, for several years. He has taken up his duties at 1109 Second National Bank building, Cincinnati.

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The Newton Falls Lumber Company, Newton Falls, O., has sold out to the Western Reserve Lumber Company.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, especially from factories. Concerns making boxes and furniture are good customers and the same is true of vehicle and implement concerns. Prices are steady and every change is toward higher levels.

The Imperial Lumber Company is having a good demand for West Virginia hardwoods. Prices are steady and shipments are slow in coming out. J. A. Ford is at the head of the company.

Cleo B. Brown, secretary and treasurer of the Columbus Lumber Company, is seriously ill at his home in Columbus, suffering from blood poisoning. The trouble came from a gathering in one of his ears. His condition is critical.

The Columbus Lumbermen's Club is serving noon luncheons at its clubrooms at Chestnut and High streets, and lumbermen from the city gather at the club rooms to discuss business conditions. Members are coming in fast and a large percentage of Columbus dealers and jobbers are identified with the organization.

INDIANAPOLIS

William Roach and Isaac H. Brewer, owners of the Roach & Brewer Lumber Company, maintaining yards at McCarty and Chase streets in Indianapolis, were arrested last Friday by Indianapolis police on the charge of receiving stolen goods. Their arrest followed the purchase of timber from John C. and William Miller, loggers, who are alleged to have stolen the timber from Sellers farm, southwest of the city, a tract of land owned by the city for the purpose of maintaining a site for the municipal garbage reduction plant. The arrest of the two lumbermen resulted from a legal controversy between the city and the Millers, who have been living on the land for so long that they have set up a claim to a part ownership, and now have a suit pending in court to quiet the title. The city ordered the arrest of Mr. Roach and Mr. Brewer in order that civil action might be instituted against the two men in case the civil proceedings questioning the title of the land is decided in behalf of the city. Following their arrest both of the lumbermen gave bond and were released.

Dean Binkley, Indiana Harbor, Ind., assistant manager and treasurer of the Indiana Harbor Lumber Company, and Miss Glenn Call of Valparaiso, Ind., were married last week. After a short wedding trip Mr. and Mrs. Binkley will be at home to their friends in Indiana Harbor.

Mathias Meyer, eighty-one years old, a retired sawmill operator of Fort Wayne, Ind., died last week following an illness of two years. His advanced age caused him to leave active business duties several years ago when he was operating successful mills in and near Fort Wayne. He is survived by a widow and four children.

S. J. Peabody, head of the Peabody Lumber Company, Columbia City, Ind., departed last week for Daytona Beach, Fla., where he will spend the winter.

The Freeland Park Lumber Company, Freeland Park, Ind., has been incorporated with a capitalization of $5,000. Directors of the company are J. C. McKibben, A. W. Nelson and H. E. Cook.

O. D. Haskett, head of the O. D. Haskett Lumber Company, has been elected a director of the Indiana Greater Industrial Association, which controls Mars Hill, an industrial suburb. Mr. Haskett was president of the association last year and it was during his management that the indebtedness of the organization was paid. He is being congratulated by the business interests of the city for his good work.

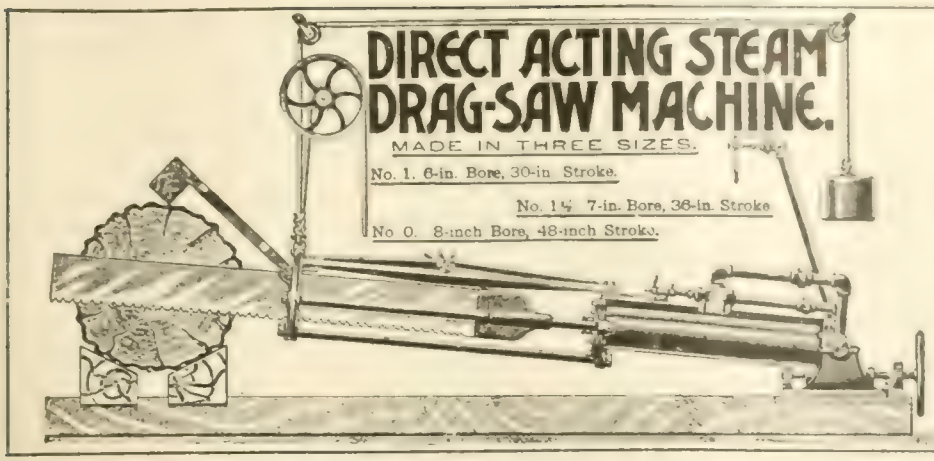
John Miller, sawmill operator of Union City, Ind., died recently. He had been ill with paralysis for two years. He was born in Clairmont county, Ohio, in 1851, and moved to Union City ten years ago, where he has since been identified with the lumber industry. He is survived by a widow and four children.

The Showers Brothers Furniture Company, Bloomington, last week subscribed for $50,000 worth of Liberty bonds. Officials of the company report that they now are employing about 100 women to operate machines that formerly were operated by men. The company is having little difficulty in meeting the labor shortage resulting from the war. Although most of the women employed have never worked before, they can turn out about as much work as men.

Hardwood lumber shippers in Indiana are preparing to oppose a petition filed by Indiana railroads with the Public Service Commission asking for an increase in rates of 15 per cent within the state. They state that the proposed rates would be prohibitive and that it would be cheaper in many instances to ship out of the state and reship back into Indiana in order to deliver freight at distant points within the state.

The conscription appeal board of the Indianapolis district has granted a request of Vincent L. McDonald, general manager of the Batesville Lumber and Veneer Company of Lawrenceburg, Ind., that he be permitted to report for military duty on April 1, 1918, instead of at the present time for military duty. Mr. McDonald explained to the board that he has been the sole manager of his company's affairs and that it would work a hardship on the company if he should leave without giving the company several months' notice. When these facts were shown the appeal board his request was granted.

The Urmston-Shipley Lumber Company, Indianapolis, has been incorporated with a capitalization of $50,000 to operate a chain of sawmills.



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EVANSVILLE

The regular monthly meeting of the Evansville Lumbermen's Club will be held at Hotel McCurdy, Tuesday evening, November 13, when several vacancies on standing committees will be filled by President Worland. A report on several matters pertaining to rates and car shortage will be given.

Charles Maley, well-known lumber manufacturer at Jackson, Miss., was here on business recently. He reported trade conditions in the southern states coming along all right.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, says veneer manufacturers of this section are getting a good many orders, but that business is not quite so brisk as it was during the summer months. Some of the veneer manufacturers are reporting a shortage on logs.

Elmer D. Luhring and associates have purchased the interest of Charles A. Wolflin in the Wolflin-Luhring Lumber Company in this city. The name of the concern has been changed to the Luhring Lumber Company. Mr. Wolflin has purchased the interests of Mr. Luhring and associates in the West Side Lumber Company and the name of that concern has been changed to that of Wolflin West Side Lumber Company. Their many friends will wish them prosperity in their changed positions.

D. B. MacLaren of the MacLaren Lumber Company, who recently returned from a successful road trip, says he found business conditions very good and he sees nothing discouraging in the trade outlook.

Fred W. Reitz of the Clemens Reitz Sons Company, hardwood lumber manufacturers, who is a candidate for re-election as city councilman on the democratic ticket, is making an active canvass. Many of the men running for office on both the democratic and republican city tickets are closely allied with the lumber interests in this section. Mayor Benjamin Bosse, democrat, who is up for re-election, is also interested in other wood consuming factories here. His republican opponent is Albert Rosencranz Messick, sales manager for the Vulcan Plow Company. Frank Greise who is up for re-election as ward councilman on the democratic ticket, is connected with the Evansville Bookcase and Table Company. W. T. Karges, republican nominee for councilman in the fifth ward, is head of the Karges Wagon Works.

John A. Byers, a well-known lumber man of Guthrie, Okla., was here a few days ago on his way to his old home at Petersburg, Ind. Mr. Byers was for many years engaged in the lumber business at Hopkinsville, Ky.

Russel Wert and Miss Lillian Davis were recently united in marriage at Greensburg, Ind., and immediately after the ceremony departed for Winslow, Ind. For some time past Mr. Wert has been manager of the Allen Wilkinson Lumber Company at Waynestown, Ind., and a few days before his marriage was made manager of the business and yards of the same company at Winslow.

H. J. Leach of Mt. Carmel, Ill., a well known lumberman, has gone to St. Louis, Mo., to become field manager for the Egyptian Timber Company.

MEMPHIS

James E. Stark & Co., Inc., who have been running their band mill and veneer plant on double shift during the past few weeks have cut out running at night. The change of policy is due to the fact that log receipts have been so reduced that they were not heavy enough to justify operations beyond ten to twelve hours per day. Some other mills are still running on double time, but the general disposition is to reduce the hours because logs are not coming in fast enough. The Anderson-Tully Company recently abandoned the night shift at Vicksburg, Miss., because of labor troubles.

The Hartwell Lumber Company has made application for a charter under the laws of Tennessee. Its capital stock is $100,000. The gentlemen composing the new company recently purchased 2,700 acres of hardwood timberlands in Chicot county, Arkansas. For the next few months the firm will sell logs in the open market but next spring it proposes to establish a hardwood mill at some convenient point to this tract and to launch into the manufacture of hardwood lumber. H. F. Hartwell, J. L. McRee, Thomas H. Jackson and others are the incorporators.

The L. D. Murrelle Lumber Company has taken over and begun operating the hardwood mill formerly owned by the Nickey & Sons Company. The plant is located in North Memphis and has been idle for more than a year as the selling firm has been going through a process of voluntary liquidation. The new owner will be bringing logs from Marks, Miss., where it owns considerable timberlands, but the purchase of the Memphis plant will not interfere in the least with the mill of the same firm at Marks.

Box manufacturers and cooperage interests in Memphis continue to do an exceptionally large business. Wooden containers of all kinds are in unusual request and orders in volume can be had for either boxes or barrels. Most members express the belief that the outlook is most flattering. Indeed, they foresee more business than they can handle in view of the growing shortage of labor, the increasing scarcity of cars and the approach of winter with its numerous restrictive influences. The prices on all wooden containers are exceptionally well maintained. Veneers interests too are enjoying an excellent demand for their output and are frank enough to admit that they are sold up for the remainder of the year and to say that they foresee a large profitable business for 1918.

The F. T. Dooley Lumber Company which suffered a loss of $15,000 from a fire in its yards in South Memphis some days ago was fully protected by insurance, and has already succeeded in repairing its trackage and resuming shipments. The management is inclined to be quite skeptical regarding the theory that the fire was started by German sympathizers.

Dispatches received here from Blytheville, Ark., report the destruction by fire recently of the mill of Lee Wilson & Co., at Armorel, Ark. The loss was estimated at $50,000, partly covered by insurance.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has returned from Washington where he attended the conference between executives of the railroads in central and eastern territory and members of the Interstate Commerce Commission arranged by the former with the view to proposing a general advance in freight rates from Ohio and Mississippi river crossings to distination in Central Freight Association and Eastern Trunk Line Territory. Mr. Townshend says that lumber is bearing all the freight the traffic will stand, and that the association will vigorously oppose any further advances in rates on southern hardwoods. He points out that the advances from Ohio and Mississippi river crossings will make necessary a complete revision of lumber tariff from southern producing points. The association has known for some time that the railroads were going to attempt another advance in rates on lumber and Mr. Townshend attended this conference in order that he might secure first-hand knowledge regarding the tactics to be adopted by the carriers in their efforts to saddle more freight burdens on the lumber industry.

Killing frost throughout the Memphis territory has done great damage to the cotton crops and has seriously curtailed production on cut-over lands owned by lumber interests. But the latter, like all other producers, are finding much consolation and not a little compensation from the unusually high prices prevailing for both cotton and cotton seed. And they are extracting still further encouragement from the fact that higher prices for cotton and other crops are greatly increasing demand for these cut-over lands and are likewise materially enhancing values thereof.

LOUISVILLE

One of the principal matters under discussion in Louisville is relative to the [illegible] and the recently placed Southern Railway embargo against shipments through Cincinnati and Louisville into the North and East. This embargo covers lumber and general dead commodities, and may come in force for several days. [illegible]

trade is figuring on bucking a series of fall embargoes, car shortage, etc., and would hardly feel natural without these difficulties.

A. E. Norman, Jr., vice-president of the Norman Lumber Company, and Miss Nell Crutcher Fulton, daughter of Dr. Gavin Fulton, of Louisville, were married at St. Paul's Church, on Wednesday evening, October 10. Following the wedding and a home reception, Mr. and Mrs. Norman went East to spend the balance of October.

J. R. Kirwan of Kirwan Brothers, Louisville, and Miss Lillian Rothermill of Louisville were quietly married last week, leaving immediately afterward for a trip East.

The Smith Cooperage Company, manufacturer of slack barrels, has installed a new two-ton truck for handling deliveries, and is so pleased with its work that it is probable that all horse-drawn vehicles will shortly be done away with. About three trucks would give the company a surplus delivery capacity. The new truck is an "Indiana," and is equipped with a 100-barrel rack.

Paul F. Higgins, president of the Higgins Lumber Company, is father of a fine new boy, which he claims will become a hardwood mill operator some of these days.

Following an illness of several weeks, Richard Van Dyke Norman, seventy years old, died last week. Mr. Norman was a brother of A. E. Norman, president of the Norman Lumber Company, and was formerly a member of the state legislature and prominent in grain circles.

Due to an illness lasting since last June, William E. Demply, a former sawmill operator of Brownsburg, Ky., died at a local hospital. Mr. Demply was sixty-four years old, and had retired some time ago. He is survived by a wife and several children.

Announcement has been made at Monticello, Ky., to the effect that the Bassett Hardwood Manufacturing Company will close its mill at that point shortly, and will not operate another season, having made arrangements to move the plant to Oneida, Tenn. This mill has been cutting hickory, and is endeavoring to get the timber men of the district to deliver all logs and butts before the mill closes.

It is claimed that the recent law prohibiting the manufacture of whisky resulted in cutting off the manufacture of 600,000 tight barrels for use by Kentucky distillers, this being an average number used annually. The value of 600,000 barrels is about $2,107,000. It was further estimated that it cut off a demand for 8,000,000 bushels of grain, valued at $6,351,450 last season, labor costing over a million dollars, coal $437,000, insurance of $100,000 and supplies of $407,750. The total loss through non-production is figured at nearly $10,500,000. These figures were based on the showing made last year, which was not an especially big season.

News has been received of the death of Ben F. Soper, president of the Richmond Lumber Company, Richmond, Ky., who has been ill for several weeks. Mr. Soper was seventy-nine years old and a native of the state, having lived at Danville, Ky., until 1905. He is survived by a number of sons and one daughter.

The Louisville Credit Men's Association and other local business organizations have taken up the subject of "trade acceptances," a matter taken up several weeks ago by the Louisville Hardwood Club, this organization endorsing the movement, and putting it up before the national lumber organizations for endorsement. The musical industry and other interests are keenly interested in the movement, which gives promise of becoming general.

Joseph Dreidel, pioneer slack barrel manufacturer of Louisville, who has been in the business for more than forty years, recently died in Louisville of stomach trouble. Mr. Dreidel operated a large barrel plant under his own name, making principally apple and flour barrels. The business was started at Cincinnati and later moved to Jeffersonville, Ind., being moved to Louisville many years back. Mose Mandel, executor of the estate, which was left to Mrs. Dreidel, will continue the plant, which will be in active charge of Miss Nettie Elkins, who has been office manager for some time.

Surplus stocks in the hands of lumber manufacturers are probably a bit larger than is commonly thought, but at that the manufacturers will go over into the new year with very light stocks. When the big demand struck the trade a few months ago everyone started cutting, and capacity operations were handled for some time. Some of this stock failed to move, and during the past four months it has been getting well seasoned and in fine shape for the big fall demand that is expected to break shortly. Large concerns supplying government contracts have not managed to obtain much surplus stock, and what surplus is to be had is mostly in the hands of the smaller manufacturers who have not found business quite so brisk.

Walter Parker, representative of the Department of Commerce, recently delivered an address before the Louisville Board of Trade relative to reviving river traffic in an effort to aid the carriers at a time when the railroads are swamped with business. Mr. Parker called attention to the fact that Louisville enjoys exceptionally good freight rates, made possible largely by the fact that river competition in the old days resulted in the carriers being forced to set low rates. Mr. Parker also called attention to the many millions of dollars that the government has spent in its efforts to bring about a nine-foot stage in the Ohio, to afford boating water the year around. River traffic has slumped badly in the past few years, and at present only a few small boats are running.

In this connection the newspapers have been handling articles to the effect that the Interstate Commerce Commission may shortly conduct an inquiry into the ownership of the Louisville & Cincinnati Packet Company, it having been strongly hinted of late that the Louisville & Nashville railroad might be interested in a hidden ownership. The packet company has taken off its large boats, and has been operating small ones, claiming that the high cost of coal and light traffic was responsible.

The Mengel Box Company recently subscribed $250,000 to the Liberty Loan campaign in Louisville, in which the maximum sum to be raised is almost $13,000,000. The Mengel company's subscription equaled the largest made in the city, there being two other subscriptions of a quarter of a million.

The Interstate Commerce Commission recently notified the Paducah, Ky., Cooperage Company and the Paducah Board of Trade that the increased rate order on staves and cooperage materials from the Southwest to Paducah would not go into effect until January, 1918, pending action before the Federal courts, in which the carriers undertook to have a granted in-

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junction made permanent. The case was recently heard in Louisville before the Federal judges and a decision is expected in a short time. The date for the order to become effective had been set up from June 15 to October 15, but has been changed to January so as not to interfere with the action of the court.

R. L. McKellar, foreign freight traffic manager of the Southern Railway System at Louisville, who some time ago started a movement toward getting shippers to ship export freights through southern ports, is much pleased with the action taken at the recent meeting of the United States Chamber of Commerce at Atlantic City, in which resolutions were adopted furthering the movement of exports through southern ports. Mr. McKellar was one of the first to push this movement, which it is claimed will be a great aid to the South and the lumber industry, and to traffic in all parts of the country through relieving eastern congestion.

The Murphy Chair Company, manufacturer, Owensboro, Ky., has announced that it is now working 100 men and will employ 100 more as soon as they can be obtained. The company recently moved to this city from Detroit, Mich.

WISCONSIN

The Jenkins Machine Company, Sheboygan, Wis., which specializes in sawmill and woodworking equipment of all kinds, has enlarged its line of products by acquiring the Pribnow Swage & Tool Works, Mellen, Wis. The equipment, stock and entire force of the Pribnow company has been transferred to Sheboygan.

The Gill-Anderson Lumber Company, Wausau, Wis., has increased its capital stock from $30,000 to $40,000.

Articles of incorporation were filed recently in behalf of the Milwaukee Furniture Manufacturers' and Wholesalers' Association, a non-stock corporation organized for mutual benefit. The incorporators include A. K. Meinecke, Theodore D. Schilling and John E. Rilling.

A first dividend of 20 per cent has been declared in favor of creditors of the defunct Kurth Broom Company, Milwaukee. The assets recently were sold for $1,100.

The entire plant of the Merrill Veneer Company, Merrill, Wis., was destroyed by fire recently, causing a loss estimated at $50,000, with insurance of about 50 per cent. The plant consisted of frame buildings and the owners may decide to reconstruct it of reinforced concrete and brick. The company was organized ten years ago and employed about sixty men when in full operation. W. J. Kyes is general manager.

The J. S. Stearns Lumber Company, Odanah, Wis., closed down its mill on October 10 for about a month's time, during which it will be overhauled and put into shape for an indefinite run throughout the winter and spring at maximum capacity. The Stearns mill has been one of the most active in northern Wisconsin, having been in operation day and night since the fall of 1916.

George H. Altenburg, Stevens Point, Wis., has decided to dismantle the old Altenburg sawmill near Dancy, Portage county, which originally was established in 1840 and is one of the pioneer mills of the Wisconsin river valley. The plant has not been in operation for six years.

The Willow River Lumber Company, Grand View, Wis., will operate six logging camps during the winter, an increase of two over former years. It already has commenced to ship logs, about twenty-five cars moving daily. The company reports a great scarcity of woodsmen, but immediate requirements are satisfactorily filled.

The G. W. Jones Lumber Company, Appleton, Wis., has started work on the erection and equipment of a new planing mill at its sawmill in Wabeno, Wis. The planing mill will be 60x80 feet and contain a combination planer and resaw with a capacity of 250 feet per minute. The power installation will consist of a 150-h.p. Corliss unit.

The R. Connor Company, Marshfield, Wis., is completing an active season's construction at its mills at Laona, Wis. Fourteen workmen's cottages, 24x28 feet, have been erected and a large boarding house and other buildings provided to accommodate the mill force. Similar work will be undertaken early next spring.

The John S. Owen Lumber Company, Owen, Wis., has resumed operations in its big mill, which has been closed down for two months while important repairs and replacements were made. The company is prepared for a maximum run from now until the fall of 1918. A night shift will be started just as soon as sufficient help can be procured to keep the supply of logs up to requirements.

Menting & Hickey, Pence Lake, Wis. sustained a heavy loss by fire in the millyard recently. More than 1,000,000 feet of lumber were destroyed, but it is stated that the mill was saved. The loss is partly covered by insurance.

The John Schroeder Lumber Company, Milwaukee, has started an active season's logging in the vicinity of Ashland, Wis. Camps are being opened near Bayfield and on the Bad River Indian reservation, and in addition the company will operate two camps on Outer Island and one on Stockton Island, of the Apostle group. These camps will be plentifully supplied with fresh meat from the large herds of cattle and hogs maintained on the islands. Last spring 300 steers were turned loose for fattening and will help to reduce the high cost of logging.

The Eagle Broom Works, Eagle, Wis., have increased their capital stock from $25,000 to $100,000.

The Antigo Potash Company, Antigo, Wis., has changed its name to

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MAPLE
50,000 ft. 1″ 1s & 2s
50,000 ft. 2″ No. 3 Com.
20,000 ft. 1½″ No. 1 & 2 Com.

QUARTERED WHITE OAK
50,000 ft. 1″ No. 1 Com.

PLAIN WHITE OAK
100,000 ft. 1″ No. 1 Com.

PLAIN RED OAK
80,000 ft. 1″ No. 1 Com.

SAP GUM
100,000 ft. 1″ 1s & 2s
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50,000 ft. 1″ No. 1 Com.
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2 cars 6/4 No. 1 Com. & Better Birch	1 car 4/4 No. 1 Common Tupelo Gum
5 cars 1" No. 3 Maple	2 cars No. 2 Merchantable Hemlock
1 car 1" No. 2 Birch	2 cars 1x4 Merchantable Hemlock Strips
1 car 6/4 No. 2 Com. Oak	1 car 1" Fas Basswood Strips
1 car 4/4 No. 2 Com. Oak	

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Milwaukee, Wisconsin

Antigo Potash & Fuel Company and increased its capital stock from $3,000 to $75,000.

The Tomahawk Toy & Novelty Company, Tomahawk, Wis., has booked an order for 5,000 "Kik-kars," a children's self-propelled vehicle, for delivery for the Christmas trade, which will keep the plant busy night and day for a month or more.

J. G. Wenzel, Merrill, Wis., has assumed the general management of the Lincoln Box Company of that city, in which he has held the controlling interest and presidency for some time. Until now, however, Mr. Wenzel maintained his connection with the A. H. Stange Lumber Company.

The E. J. Pfiffner Lumber Company, Stevens Point, Wis., has completed the work of reconstructing its planing mill, which was badly damaged by fire. The new mill is electrically-operated throughout, the steam power plant being abandoned. Current is being purchased.

The Wisconsin Textile Manufacturing Company, Two Rivers, Wis., which specializes in hardwood products for the textile industry, has increased its working force to handle large orders for glove and stocking forms from big knitting firms in Canada which are filling orders for the United States Government.

C. Fred Calhoun, manager of the Antigo (Wis.) sawmill of the Frost Veneer Seating Company, Sheboygan, Wis., has been appointed general manager of the company, with headquarters at Sheboygan, to fill the vacancy caused by the death of his father, W. C. Calhoun. The change is effective November 1. Mr. Calhoun was elected mayor of Antigo last April under the commission form of government, and will relinquish this office.

The West Lumber Company, Lugerville, Wis., is among the first to announce that it will observe the "meatless" and "wheatless" edicts of Food Administrator Hoover in its logging camps during the coming winter. The food conservation rules have been in effect at the West boarding house at the Lugerville mill for some time.

The Fountain-Campbell Lumber Company, Donald, Wis., has amended its corporate articles to provide for an increase in the capital stock from $70,000 to $250,000 and also changing the location from Donald to Ladysmith, Wis.

The Wisconsin Duplex Auto Company, Clintonville, Wis., a $500,000 corporation, organized by William A. Besserdich, to manufacture passenger and commercial vehicles employing a duplex drive transmission, held its first annual meeting on October 23 and made arrangements for its initial production. For the present the cars will be manufactured at the plant of the Andrews Motor Manufacturing Company, 834 Muskego avenue, Milwaukee.

The Sawyer-Goodman Company, Marinette, Wis., is reported to have arranged with the Sagola Lumber Company to saw about 3,000,000 feet of timber during the coming winter. The Sawyer-Goodman mills have been closed for some time because of labor troubles. The Sagola company will undertake the contract as soon as it has completed its own cut.

The Mohr Lumber Company, Tomahawk, Wis., has completed its first season's run at that point and has closed down the mill for much-needed repairs and replacements. The work will require about sixty days' time.

The Barker Lumber Company, which took over the former Washburn planing mill at Sturgeon Bay, Wis., some time ago, has changed the entire factory drive to the individual electric motor system but will continue to maintain the steam power plant for emergency purposes.

Rieboldt & Wolter, shipbuilders, Sturgeon Bay, Wis., have installed a 60 horsepower motor in their sawmill and a 25 horsepower motor in their planing mill to facilitate the construction of frame ships for the government.

The Hardwood Market

CHICAGO

A slight stiffening has been the call in the local trade during the past couple of weeks, and this in the face of continued slackness in the general run of orders. The local yards and factories have been getting a good deal of lumber of late on previously placed orders, and on top of this are uncertain, on account of growing labor difficulties, as to amounts necessary to purchase. The result is the continued slackness which is everywhere acknowledged, but as stated, in the face of this a full realization of the value of lumber has become general and there are few people who do not fully appreciate the very real bearing that continued labor shortage in the woods and at the mills, and difficulty in shipments of logs and lumber will have on supplies during the winter and the spring months. The result is the continuance of stiff prices with a tendency to advance rather than to recede.

Low grades are going strong, although of course the demand from the millwork and furniture and similar factories is in keeping with the demand for the products of these institutions.

BUFFALO

Owners of hardwood lumber yards are reporting good increases in stocks and seem to think that that is the best part of the trade. Nobody will fail to lay in what lumber he can get merely because the demand is not

heavy at present, but all believe the [illegible] will not affect [illegible] eastern consumers will have to depend on nearby stocks. The outlook of brisk selling and replenishing of stocks seems bright. In this respect condition is a hopeful one.

The market is generally firm [illegible] with [illegible] ing in demand. This could be [illegible] to make [illegible] products at the [illegible] In regular lines, however, not much is doing. The furniture factories report business quiet, and scarcely anything is being done in the building trade. The leading woods are oak, ash, maple and cypress. Thick stocks [illegible] are not up to the level of a short time ago.

PITTSBURGH

Hardwood [illegible] with a very fair [illegible] of orders considering the general inquiry and the very apparent lack of business in hemlock and the pines. The general tendency among purchasing agents is to buy for current needs only, consequently few contracts are being made for 1918. Glass companies constitute an exception to this rule for they are buying pretty freely for next year's supply. In general prices are firm. Oak is very strong, the demand is keen and steady and the supply short. Other hardwoods are having a good degree of prosperity, especially furniture woods, which are in excellent demand. Mining materials are beginning to come up again after somewhat of a lull following the government's fixing the price of $2.00 per ton for coal at the pit mouth.

BOSTON

The hardwood trade of this territory is practically devoid of important features. The causes of its dull condition continue unchanged, and, apart from prospective heavy consumption in limited lines, the general situation has not developed any basis for the anticipation of heavier trade. The demand is light, but the elements supporting values fully offset any falling off in prices which the weak market call might naturally cause. The delivering of lumber from the South and West presents quite as many difficulties as it has at any time past and the dealers expect the coming season that there will be further restrictions on stock from those districts into New England.

BALTIMORE

The hardwood situation has not improved greatly during the last two weeks. Difficulties of transportation, of inadequate car supply and of prompt movement of cars when they have been loaded are apparently as great as ever, and the easing off in certain directions, especially among the establishments that turn out trim and other materials used by the builders, is as pronounced as ever. In a general way it cannot be said that any material weakening in the market has taken place, and it is also entirely within the bounds of truth to say that the inquiry for hardwoods keeps up quite well. But the handlers of such woods are always too close to the edge, to feel comfortable over their position, and they have also found it desirable to reach out in new directions so that there would be no pronounced narrowing in the volume of their activities. In other words, the hardwood men have deemed it expedient to effect various readjustments, some of their old lines being at present greatly restricted or entirely closed. That they have succeeded in adapting themselves to circumstances is also true, and the aggregate of the movement is perhaps as large as it was before. At the same time, there is a sense of uncertainty over the trade which is not pleasant, and here and there this uncertainty has prompted concessions. The lower grades are being called for with gratifying freedom, and there are no extensive accumulations to trouble the producers. The absence of congestion, however, appears to be due more to the scarcity of workers and the inability of the mills to approach their maximum capacity than to a brisk demand. For the reason stated the danger of congestion seems to be small. High-grade stocks are moving less freely, but even here no real pressure is felt. All woods in general use are being called for, with the war giving rise to special needs that count decidedly in the total. There had been some expectation among the exporters that space on ocean going vessels would be available in some measure shortly, but at present this is being discouraged. It is declared to be the policy of the foreign countries with which the United States is allied to hold down their requirements in the way of lumber to the lowest possible proportions, and at that only the cheaper woods are being called for. Wherever the soft woods will answer, they are taken, to the exclusion of the hardwoods.

COLUMBUS

Strength is still the chief feature of the hardwood trade in this territory. Buying on the part of factories is the best feature, though some buying is reported by retailers. Shipping is slow.

Factories making boxes and furniture are good customers and vehicle and implement concerns are buying, as their lines are rather active. Surplus stocks in the hands of factories are not large and most of the concerns are buying as needed. Mill stocks are only fair. Railroad embargoes have effectually stopped shipments to certain sections, and there is a marked scarcity of certain stocks. Collections are generally good.

The following stock is in excellent condition, *ready for immediate shipment*

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

Low Grade Lumber for Boxing and Crating

BASSWOOD
151287 ft.....1" No. 2 & 3 Common
250000 ft.....1¼" No. 2 & 3 Common
150000 ft.....2" No. 2 & 3 Common

BIRCH
235000 ft.....1" No. 3 Common
185000 ft.....5/4" No. 3 Common

BUTTERNUT
18000 ft.....1" No. 2 & 3 Common

SOFT ELM
85000 ft.....1½" No. 3 Common

HARD MAPLE
186000 ft.....1" No. 3 Common
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Payson Smith Lumber Co.
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CHICAGO OFFICE
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DETROIT OFFICE
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BLISS-COOK OAK CO.
BLISSVILLE, ARKANSAS
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Swain Roach Lumber Co.
SEYMOUR, INDIANA
We have the following dry stock ready for shipment:
2 cars 12 4 1sts & 2nds Poplar
2 cars 12 4 No. 1 Com. & Better Elm
3 cars 8 4 No. 1 Com. & Better Elm
2 cars 4 4 No. 1 Com. & Better Elm
1 car 8 4 No. 1 Com. & Better Beech
1 car 4 4 No. 1 Com. Ash
1 car 5 8 No. 1 Com. Ash
2 cars 4 4 1sts & 2nds Qtd. White Oak
1 car 4 4 No. 1 Com. & Better Qtd. Red Oak
Two Band Mills **Prompt Shipment**

The Time to
Buy Timber
is when prices are low and on the upward turn.
N o w !
When the end of the war is being discussed and all lumber commodity values are expected to increase—that is
N o w !
When general conditions are such that it is evident to all that averages will never again, never, be as low as they are
N o w !
And, of course, the way to buy is through us, with the safeguards of our resources, knowledge and 37 years' experience.
James D. Lacey & Co.
INTERNATIONAL TIMBERLAND FACTORS
EST. IN 1880
CHICAGO 1750 McCormick Bldg. NEW YORK 30 East 42d St. SEATTLE 626 Henry Bldg.

Retail yard sales dealers are buying only in limited quantities. Building operations show more activity. Dwellings and apartments are being projected and some factory construction is going forward. The campaign to [illegible] and projects that were temporarily postponed are being [illegible] again.

Plain and quartered oak is in good demand. Poplar is in good call, especially the lower grades. Ash, basswood and chestnut are firm. Other hardwoods are unchanged.

CLEVELAND

Business in the hardwood industry of Cleveland, as in other branches of the lumber trade, has become rather dull during the last fortnight, primarily on account of the severely cold weather. Stocks are piling up. Big building however, keeps business in several lines normal, although the principal outlet, residence construction, continues about nil. These conditions have not made for lower prices, although a little weakness is noted here and there. Mills are as strong in their views as ever. Of late transit cars have been rather cheap, but in the last few days even these are stiffening. There are not so many transits as formerly, probably because of the big movement of troops and munitions in this district. This also probably accounts for the growing scarcity of cars, as reported by millmen coming into Cleveland. Oak and maple flooring are in lighter demand, but as firm as ever as to price. It is here where stocking up is noted. In low grade hardwoods there is a distinct scarcity.

INDIANAPOLIS

The hardwood demand continues to be a source of disappointment to the Indianapolis trade, although the present indications are that the demand is becoming slightly stronger. As a result of comparatively low stocks prices are well maintained. The building trades are a silent factor and the demand for interior trim is so slight as to be practically a negligible quantity in sales.

The call from furniture manufacturers shows a little improvement as the fall season progresses, but the trade as a whole continues rather optimistic over this condition, believing that late orders will help to make up this loss in business. Furniture manufacturers profess to see a better demand for their products coming in the near future, and inquiries are now more numerous. Many buying tendencies at the present time seem to justify this belief.

Veneer manufacturers are reporting a fair volume of orders. Veneer industries in central Indiana have a large supply of logs on hand, but are still buying freely.

Box making materials are in excellent demand as a result of the press of war business. Common sap gum is being used quite extensively by box-making establishments. Many Indianapolis industries, especially the packing plants, have been buying boxes heavily in order to take care of their export business.

Car shortage conditions are more acute than they have been for the last six months, and these conditions are becoming more serious gradually. Southern shipments are slow in arriving.

EVANSVILLE

Trade with hardwood lumber manufacturers of Evansville and southwestern Indiana has been rather quiet, although a few fair orders are coming in. They are now passing through the usual dull fall season and are not looking for any material improvement for several weeks. The uptown mills continue to run on full time and one plant is being operated on the day and night schedule. Only one of the river mills here is now running. Collections are reported good. Crop conditions are not so promising as they seemed a month ago as a good deal of corn in this section was killed by the heavy frost two weeks ago.

The demand for the better grades of hardwoods continues good and prices are firm with indications that they will grow stronger as the winter progresses. The demand for quartered white oak is only fair, while plain oak, hickory, elm, maple and ash have been strong for some time. Quartered sycamore is in good demand. Poplar is in better call, there seems to have been a revival in this wood and many manufacturers here have been buying all the logs that they could obtain. The demand for the better grades of walnut is strong, the government using this material for blades for aeroplanes. Cottonwood is in good demand, a great deal of it being used by box factories. The furniture factories are not so busy as they were several weeks ago although some of the plants continue to operate on full time. Taken as a whole the outlook is encouraging and manufacturers look for a nice volume of business during the winter. Building operations are falling off some and it is not expected that much new construction work in Evansville will be started before early next spring. Sash and door men report a nice out-of-town business.

MEMPHIS

The demand for southern hardwoods is more active now than a fortnight ago. There is still considerable irregularity about the flow of orders but there has been a decided increase in the number of inquiries. These have increased the firmness of holders who have likewise been strengthened in their conviction that lumber is worth present prices by the discovery that there are only moderate stocks of gum and oak available. Informa-

Increasing difficulty is being experienced in effecting deliveries of lum-

LOUISVILLE

Smaller concerns which haven't the capacity necessary to bid on big government contracts in many cases are not very busy. The furniture and auto manufacturers are steadily buying some stock, but the let-down in the building trades has resulted in a slack demand for interior trim, hardwood flooring, etc. Veneers are very active and there is a good demand here. Walnut and mahogany are active, walnut especially so, while all high-grade woods have been moving fairly well in the direction of the musical instrument manufacturers. Thick stocks of 4/4 to 8/4 ash, elm, hickory, etc., are moving well enough, while cottonwood is very scarce. Poplar is in better demand, although sapgum is still the principal demand being for boxboards, shooks, etc.

The trade generally is of the impression that late fall business will be good, and that prices will be maintained if they don't reach higher levels. Surplus stocks are not heavy, but very few concerns are carrying any long contracts through the fall, and hope to take advantage of being in position to ship surplus stocks at current market prices. The surplus log supply is fairly good in most of the local yards.

ST. LOUIS

The hardwood situation is in pretty good shape. The demand is quite good, and considerable business is developing. Mill reports state that shipments are better but they still have many orders on their books that they have not been able to get out. The local trade is more than satisfactory, a good call coming from vehicle and box manufacturers, the latter being very busy because of the big amount of special work in the filling of war orders. Nearly all items on the list are being called for and are getting scarce. It is pretty hard to fill many of them. The heaviest items in demand are oak, cottonwood and gum. Nearly all these items are badly broken at the mills because of the heavy demand that has been coming to them.

The demand for cypress is also quite good, the call coming mostly from the factory trade. It is fully as good as it was a year ago, however. There are not many orders coming from the country yards as business from that source is not showing up particularly well because building operations have gone much below the average. Mills are doing quite a good business. Prices on all hardwoods are firm and well maintained, with the prospects of going higher, because of the anticipated heavier cost in production and the scarcity of labor.

WAR

MILWAUKEE

Numerous mills in northern Wisconsin are closing down in order to make repairs and replacements necessitated by the ordinary wear and tear on equipment, but which has been accentuated this season by the extraordinary heavy demands. For the most part, however, the plants will be able only long enough to complete cutting and will go into operation for full runs throughout the winter instead of remaining closed until spring, as in former years. The requirements of lumber, especially hardwoods, continue to be of such volume that all available sawing capacity will be kept fully occupied for a long time ahead. Some mills will not be able to do winter sawing, as their supplies of logs have been exhausted and they must await new stocks, but many concerns have been doing logging all summer and will continue to operate without interruption, excepting for repairs.

The shortage of woodsmen continues to worry many lumber companies, but it is said that immediate requirements have been fairly well filled, although wages have had to be made unusually attractive, which will mean a big cut in profits. Loggers have been thrust into the position of competing with industries in the centers of population, and the present wage scale is the highest that has ever been known. The situation is one which doubtless will be reflected in an upward movement of lumber prices during the next six months, as costs have increased at a rapid rate all along the line. Lumber has increased in price at a much lower rate than practically all other necessities and well posted men in the industry can see nothing but advances ahead.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

Plain & Qtd. Red & White OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE MR RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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WANTED—A FIRST-CLASS

Veneer cutter to run a capital rotary, one who thoroughly understands cutting both plain and figured woods. Also, a thoroughly experienced man to run a clipper. Apply

C. L. WILLEY COMPANY, Chicago.

WANTED—A YOUNG MAN

Able and willing to take entire charge of a circular hardwood mill in northern Michigan cutting 25 M′ a day. He must be competent to employ and handle labor, buy logs from settlers, look after contractors who are logging on own timber, must know grades, look after the sawing, piling and shipping. In fact, run the whole business as if it were his own. The right man who can deliver the goods can command a good salary and a working interest in the business. State age, married or single, experience, references and salary wanted in first letter.

JAMES R. ANDREWS, Escanaba, Mich.

WANTED—HEAD SAWYER

To operate band mill, steam feed and log turner. Give references. SANDERS & EGBERT CO., South Bend, Ind.

WANTED—HARDWOOD LUMBER

Inspector; must be experienced in the grading of hardwood lumber. Address "BOX 96," care HARDWOOD RECORD.

WANTED—A MILL BOSS

For a small band mill. Must be able to head saw, file and set, to supply when necessary. Must understand thoroughly the inspection of hardwood lumber and be able to handle men. If you have the above qualifications, address us, stating wages, experience and when you could come. WARREN ROSS LUMBER CO., Jamestown, N. Y.

WANTED—SALES MANAGER

by hardwood lumber manufacturer in West Virginia. Product sold largely through our own traveling salesmen. Applicants must be experienced and know hardwood lumber. Address, "Box 100," care HARDWOOD RECORD.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE.

1,000,000 feet of Birch
1,000,000 feet of Maple
200,000 feet of Soft Elm
200,000 feet of Basswood

GURNEY LUMBER CO., Gurney, Wis.

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TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

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Twenty thousand acres of timberlands in Desha County, Ark.; a fine opportunity for mill owners to secure future supplies. For particulars address, A. MAAS & CO., Memphis, Tenn., sole agents.

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TIMBER ESTIMATING

THOS. J. McDONALD,
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East Tennessee Bank Bldg.,
Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer,
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LUMBER WANTED

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED—LOCUST

1½x1½, 28, 34 and 38" long. Also turned locust, 1⅜x32 and 36 and 1¼x26.

Car lots or less f.o.b. your station. Name price and time of delivery.

E. W. VANDERBILT, 126 Liberty St., New York City.

WE WANT FOR CASH

10 cars 1" No. 3 Com. Hardwood. In quoting please state age, species, widths and lengths.

JOHN I. SHAFER HDWD. CO., South Bend, Ind.

WANTED

Wagon poles in oak, ash and hickory; also lumber and dimension stock.

Address "BOX 105," care HARDWOOD RECORD.

ALWAYS IN THE MARKET FOR

4/4 to 12/4 log run White Pine
4/4, 5/4, 6/4 No. 3 Com. Poplar, Basswood, Buckeye, Chestnut, Gum, Spruce and White Pine, rough, dressed and resawn. Send us your offers.
AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

HICKORY WANTED FOR CASH.

We want 20 cars of 2, 2½ & 3" Hickory, all grades, green or dry for shipment within ninety days. Prompt cash payment—mill inspection.

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LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10′ to 14′ long, inclusive. Could use a few cars all 10′. Write fully describing stock for lengths and average widths. Pay Cash.

E. L. EDWARDS LUMBER CO., Dayton, O.

WANTED TO BUY

2½x3½—7′ & 8′ Clr. Red & White Oak.
3¼x3½—8′ & 8′6" Clr. White Oak.
2¾x4½—12′ Clr. Tough Oak.
1¼x2¼—4′6" & 5′ Clr. Oak.

Each item is a separate shipment; write us for orders.

THE PROBST LUMBER COMPANY, Cincinnati, Ohio.

WANTED—TO BUY

2 cars 6/4" log run Hickory. Will take it green. DUHLMEIER BROS. & CO., Cincinnati, Ohio.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

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FOR SALE

1 car Quartered White Oak Veneer backing boards ¼" to ⅜" thick.

W. T. THOMPSON VENEER CO., Edinburgh, Ind.

Loans on Timberland

We have internationally recognized facilities based on 37 years' experience in timberland and lumber matters. Long or short terms. Amounts from $50,000 up, as conditions warrant.

JAMES D. LACEY TIMBER CO.

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FOR SALE—BIRCH

2 cars 10/4 No. 1 Com. & Bet.
2 cars 12/4 No. 1 Com. & Bet.
2 cars 5/4 No. 1 Com. & Bet.
2 cars 4/4 No. 1 Com. & Bet.
Send us your inquiries.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St.,
Buffalo, N. Y.

KENTUCKY SOFT QFD WHITE OAK

4/4 FAS	25,000'
4/4 No. 1 Common	25,000'
4/4 No. 2 Common	17,000'
4/4 Clear Face Strips	25,000'

KENTUCKY SOFT PL. WHITE OAK

4/4 FAS	40,000'
4/4 Selects	25,000'
4/4 No. 1 Common	40,000'
4/4 No. 2 Common	80,000'
4/4 Core stock	15,000'

KENTUCKY SOFT PL. RED OAK

4/4 FAS	12,000'
4/4 No. 1 Common	20,000'
4/4 No. 2 Common	20,000'

Also sound square edged white oak timbers and plank.
Wire or write for delivered prices.
AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

FOR SALE

100M feet 4/4 No. 2 [illegible]
500M feet 5/4 [illegible]
SAUNDERS SUPPLY CO.
Kansas City, Mo.

WANT TO MOVE QUICK

Sell Them

100,000 feet 4/4 No. 2 [illegible]
150,000 feet 4/4 No. 1 Com. & Bet. Gum
125,000 feet 4/4 No. 2 Com. & Bet. Tupelo
3 cars 4/4 No. 2 Com. & Bet. Sap Gum
3 cars 5/4 No. 2 Com. & Bet. Sap Gum
3 cars 4/4 No. 2 Com. & Bet. Sap Maple
3 cars 5/4 No. 2 Com. & Bet. Sap Maple
35,000 feet 4/4 & 8/4 No. 2 & bet. Oak and Ash

Northern

100,000 feet 4/4 No. 1 Com. & Bet. Birch
100,000 feet 4/4 No. 1 Com. & Bet. Basswood
100,000 feet 4/4 FAS Hard Maple
PARKER-KELLOGG LUMBER COMPANY,
154 W. Randolph St., Chicago, Ill.

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large and small tracts. Fifty million feet virgin L. L. pine timber. D. R. PETEET, 222 City Bank Bldg., Mobile, Ala.

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FOR SALE—6 BAND MILL

Complete [illegible] Address BOX 288 Louisville, Ky.

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1 tubular boiler, 72"x18', with 110x3½" tubes, special made and in good condition. THE TALBERT-ZOLLER LUMBER & VENEER CO., Winton Place, Cincinnati.

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Hardwood [illegible] strip and block flooring and general millwork, in [illegible] always enjoyed a liberal trade and is a good location [illegible] Address BOX 288 Louisville, Ky.

LOGGING EQUIPMENT FOR SALE

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1 Barnhart steam log loader; 1 pile driver hammer. JOHN S. OWEN LBR. CO., Owen, Wis.

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LUMBER

ASH

NO. 1 C. white, 4/4", good widths, 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN, mostly No. 1 C. & Btr., 4/4", good widths & lgths., band sawn W. Va. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

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FAS, 16/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 5/4"; COM. & BTR., black, 4/4. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS 4/4 & 6/4", 10" & up, all lgths., 6 mos. dry; **CULL** 8/4", 4" & up, all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C., 5/8 & 4/4", reg. wdth. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS brown, 4/4", 6" & up, reg. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4", 10 & 12'; **NO. 1 C. & BTR.** 5/4"; **NO. 1 C.** 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

NO 1 C., 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 6/4 & 8/4", reg. width & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

FAS & NO. 1 C., both white, 4/4", good wdths., 50% 14-16', 2 yrs. dry; **NO. 1 C. & BTR.,** 10/4 & 12/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4", 10-16'; **FAS** 10/4", 12" & wider, 10-16'; **STEPS** 5/4 & 6/4", 11" & wider, 10-16'. THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C. red 4/4"; **NO. 2 & 3 C.,** 5/4"; **FAS** unsel., 4/4". G. W. JONES LBR. CO., Appleton, Wis.

NO. 1 C. & FAS, unsel., 6/4 & 8/4"; **NO. 1 C. & BTR.,** unsel., 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS, 4/4-16/4", 6" & up, std., lgth., 18 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/8"; COM. & BTR. 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

CHESTNUT

SD. WORMY & NO. 2, 4/4 & 5/4, **NO. 3 C.,** 4/4 & 5/4", high-grade W. Va. band sawn stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WORMY 4/4", 8 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS, 4/4", 6" & up, all lgths., 6 mos. dry; **NO. 1 C.,** 5/4, 6/4 & 8/4", 4" & up, all lgths., 6 mos dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., 4/4 & 8/4", std. wdth., reg. lgth., 18 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

CYPRESS

NO. 1 SHOP, 4/4", choice wdths., good lgths., band sawn Miss. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 1 SHOP, 4/4"; **FAS,** 5/4 & 8/4"; **SEL.,** 4/4". NICKEY BROS., INC., Memphis, Tenn.

SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

LOG RUN, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 C. & BTR., 8/4"; **NO. 2 C. & BTR.,** 10/4 & 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4 & 12/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 8/4 & 12/4", reg. wdth. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—SAP

FAS, NO. 1 C. & NO. 2 C., all 4/4", choice band sawn Miss. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4 & 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 3/4"; **COM. & BTR.,** 5/4"; **COM. & BTR., QTD.,** 6/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

GUM—PLAIN RED

NO. 2 C., 8/4", band sawn, Miss. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., 6/4", reg. wdth. & lgth., 6 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C., 4/4 & 5/4". G. W. JONES LBR. CO., Appleton, Wis.

GUM—QUARTERED RED

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 6/4", reg. wdth & lgth., 6 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry. Sound boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, 4/4 & 8/4", sap no def.; **NO. 1 C.,** 8/4", sap no def.; **COM. & BTR.,** 10/4" sap no def. NICKEY BROS., INC., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4", reg. wdth. & lgth., 7 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4 & 10/4". NICKEY BROS., INC., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", [illegible] lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

HARDWOODS FOR SALE

FAS 10/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS STEPS, 5/4 & 6/4", 11" & wider, 10-16'; **NO. 1 C. STEPS,** 5/4", 10" & wider, 10-16'; **NO. 1 C. STEPS,** 8/4", 12" & wider, 10-16'. THEO. FATHAUER CO., Chicago, Ill.

FAS 4/4"; **NO. 1 & 2 C.,** 5/4". **NO. 3 C.,** 8/4". G. W. JONES LBR. CO., Appleton, Wis.

NO. 2 COM., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4 to 6x6, std. wdth., reg. lgth., 8-12 mos. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C., 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 C., 5/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 8/4"; **FAS** 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 5/4", 12" & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4, 5/4, 6/4 & 8/4", 6" & up, all lgths., 6 mos. dry; **SEL.,** 4/4, 8/4", 5" & up, all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 4/4", 4 mos. dry; **FAS & NO. 1 C.,** both 5/4", 5 mos. dry; **DECKING,** 10/4 & 12/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & STRIPS, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/8", 3/4 & 4/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C., 4/4", 4 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdth & lgth. SWAIN-ROACH LBR. CO., Seymour, Ind.

OAK—PLAIN WHITE

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

SEL., 4/4", reg. wdth. & lgth., 7 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". G. W. JONES LBR. CO., Appleton, Wis.

FAS 4/4", good wdths. and lgths., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

SEL., 4/4", reg. wdth. & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 5/8". NICKEY BROS.., INC., Memphis, Tenn.

NO. 1, 2 & 3 C., all 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth & lgth. SWAIN-ROACH LBR. CO., Seymour, Ind.

OAK—QUARTERED WHITE

FAS 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

SEL 4/4", reg. wdth. & lgth., 13 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 1/2 & 3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4/4". G. W. JONES LBR. CO., Appleton, Wis.

FAS 4/4", reg. wdth. and lgth., 1 yr. dry; **NO. 1 C, 4/4" to 5/4", reg. wdths. and lgth., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.**

FAS 4/4", reg. wdth. & lgth. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS 5/4", 10" & up, all lgths., 1 yr. dry; **FAS** 5/4", 6" & up, all lgths., 1 yr. dry; **NO. 1 C.,** 5/4", 4" & up, all lgths., 1 yr. dry; **CLEAR STRIPS,** 5/4", 3-5½", all lgths., 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio

NO. 1 C., 1/4, 5/8 & 3/4"; **FAS** 3/4 & 6/4"; **NO. 2 C.,** 3/4"; **SEL.,** 5/8 & 4/4", 6" & up; **CLEAR STRIPS,** 4/4", 2½-3½". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth.; **CLEAR & NO. 1 C. STRIPS,** 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C., 3/8", dry; **NO. 1 C.,** 4/4", 4 mos. dry. STIMSON VENEER & LBR. CO., Memphis, Tenn.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark

CROSSING PLANK, 12/4", 8-12", reg. lgth., 25 mos. dry; **NO. 3 C.,** Pl. R. & W., 4/4", reg. wdth. & lgth., 13 mos. dry; **NO. 1 C. & BTR. WORMY, QTD.** R. & W., 4/4", reg. wdth. & lgth., 2 yrs. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 2 C., 8/4", reg. wdth. and lgth., 3 yrs. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 4/4" to 6x6, std. wdth., reg. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C., 6/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", 7" & up, 50% 14 & 16', 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

SAP & SEL., 4/4, 5/4, 6/4 & 8/4", 6" & up, all lgths., 3 mos. dry; **NO. 1 C.,** 4/4-8/4", 6" & up, all lgths., 2 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

FAS, NO. 2 C. & SAP & SEL., all 4/4"; **B. BDS.,** 4/4", 13-17". NICKEY BROS., INC., Memphis, Tenn.

FAS 12/4"; **FAS & SAPS,** 4/4", both reg. wdth. & lgth. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4—16/4", std. wdth. & lgth., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

PINE YELLOW

NO. 1 C. & BTR. 8/4", 4 to 12", 10 to 16', 6 mos. dry, largely 14 & 16' and extra well manufactured. J. M. LOGAN LBR. CO., Knoxville, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4", 6—7¾", 8—14', 8 mos. dry; **FAS QTD.** 4/4", 5—7¾", 8—14', 10 mos. dry, ribbon fig.; **FAS** 4/4 & 5/4", good wdths., 5—7', 8 mos. dry; **FAS** 8/4", good wdths., 5—7', 10 mos. dry; **SAP SEL.,** 4/4", 4" & up, 6—14', 10 mos. dry; **NO. 1 C.** 4/4", 4" & up, 4—14', 8 mos dry; **NO. 1 C.** 5/4, 6/4 & 8/4", 4" & up, 4—14', 10 mos. dry; **NO. 1 C.,** 9/4", 4" & up, 4—14', 1 yr. dry; **NO. 2 C.,** 4/4", 4" & up, 4—14", 10 mos. dry; **COM. QTD.** 4/4", 4" & up, 4—14', 10 mos. dry, ribbon fig.; **CLEAR FACE,** 4/4", 4" & up, 18, 24, 32, 38, 42, 48, 54 & 60" long, 1 yr. dry, flat grain; **CLEAR FACE, QTD.,** 4/4", 4" & up, 36, 45, 48, 54 & 60" long, 1 yr. dry, ribbon fig. GEO. W. HARTZELL, Piqua, Ohio.

FAS 4/4, 5/4 & 6/4"; **NO. 1 C.** 4/4 & 5/4; **NO. 2 C.,** 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FLOORING—MAPLE

PRIME 13/16 x 4, 1 1/16 x 4, **CLEAR** 13/16x 1½, 1 1/16 x 2¼; **FCTY,** 1 1/16 x 2¼; **NO. 1** 13/16x1½. KERRY & HANSON FLOORING CO., Grayling, Mich.

DIMENSION STOCK—WALNUT

CLEAR 1½x1½—19, 2x2—12", 2x2—32", all 1 yr. dry. GEO. W. HARTZELL, Piqua, Ohio.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; **FAS, QTD. FIG.,** 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; **FAS, WHITE,** 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind

ANY thickness, any size, rotary, **QTD.,** cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

50 M 5/4 No. 1 & 2 Common MAPLE.
50 M 7/4 No. 1 Common & Better MAPLE.
50 M 8/4 No. 2 Common & Better MAPLE.
50 M 12/4 No. 3 Common MAPLE.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co.
Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

We have the following dry stock to offer:

30,000 Ft. 4-4 N. 2 Com. and Btr. Soft Elm
40,000 Ft. 8-4 N. 2 Com. and Btr. Soft Elm

Prices on request

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.
WISCONSIN AND MICHIGAN HARDWOODS

We Offer for Prompt Shipment

600 M feet 4 4 No. 2 C. & B. Beech
34 M feet 5 8 No. 3 C. Beech
19 M feet 4 4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8 4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.
Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

It Tells Just What the Consumers Use

ANY hardwood or veneer man considers his personal knowledge of the requirements of his own trade his greatest asset.

But he realizes that if that knowledge is confined to a limited number of concerns his sales will be the same year after year. Hence to grow he must acquire more knowledge regarding other possible customers.

Do you as a seller of hardwoods or veneers think it is good business to invest years of your time and quantities of your money to gather that knowledge when you can get logically collated first-hand and absolutely live and authentic information on thousands of such consumers and can have the use of it immediately after application?

The cost is nominal and the service is elastic in its form and can be made to fit your peculiar requirements exactly. Write now and get the benefit of the annual corrections.

HARDWOOD RECORD, CHICAGO, ILL.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Gum Veneers
Gum Panels
Gum Lumber

Immense holdings of the finest gum timber insure a supply for many years to come.

Transportation to mill is in our own hands, rafts and barges of logs are being received continually.

Equipment embraces five saw mills, four rotary-veneer machines and a large modern panel factory.

Employes have had long training in their specialties and are experts.

The whole combines to give customers superior stock and the best of service.

Your inquiries or orders will be appreciated and receive prompt attention.

Anderson-Tully Co.

Memphis, Tenn.

CHICAGO REPRESENTATIVE
Osgood Gerson Lumber Co
Peoples Gas Building

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Preparedness

We have mobilized for an emergency

It is well that consumers of lumber familiarize themselves with conditions for an emergency.

If So

When the crisis comes and you need dry, well manufactured lumber and need it badly, you are prepared, having familiarized yourselves with the quality and character of lumber produced by

STIMSON MILLS

J. V. Stimson ..... **Huntingburg, Ind.**
Stimson Veneer & Lbr. Co ..... **Memphis, Tenn.**
J. V. Stimson Hardwood Co., Memphis, Tenn., & Helena, Ark

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD
3 cars 1" boxboards, 8" to 12".
4 cars 1¼" No. 1 common.
2 cars 1½" Fas.
3 cars 2" Fas.

GUM
5 cars 1" boxboards, 13" to 17".
5 cars 1" boxboards, 8" to 12".
6 cars 1" Fas. Sap.
5 cars 1" No. 1 Com. Sap.
5 cars 1¼" Fas. Sap.
2 cars 1" No. 1 Com. Red.
1 car 1¼" Fas. Red.
2 cars 1¼" No. 1 Com. Red.
2 cars 2" Fas. Quartered Red.
1 car 2" No. 1 Com. Qtd. Red.

OAK
5 cars 1" Fas. Plain Red
3 cars 1¼" Fas. Plain Red
3 cars 1½" Fas. Plain Red
5 cars 1" No. 1 Com. Plain Red
2 cars 1¼" No. 1 Com. Pl. Red
1 car 1½" No. 1 Com. Pl. Red

ASH
2 cars 1" Fas. White
1 car 1¼" Fas. White
3 cars 1" No. 1 Com. White

ELM
2 cars 2" Log Run
1 car 2½" Log Run
3 cars 3" Log Run

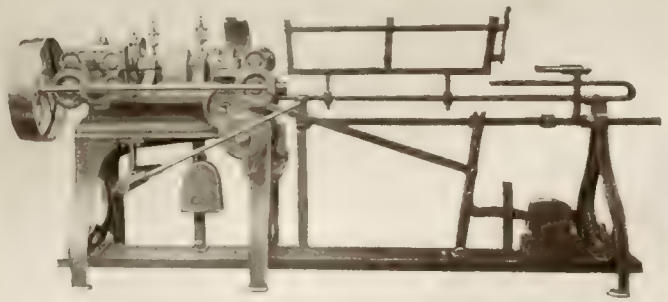
ORDER NOW WHILE WE HAVE A SUPPLY OF EMPTY CARS. NEXT MONTH THE CROPS WILL BE MOVING AND CARS FOR LUMBER LOADING WILL BE SCARCE.

Broom Handle Machinery

The latest addition to our line of Broom Handle Machinery—the well known "WESTCOTT" Automatic Broom Handle Lathe. This Lathe has, for many years, stood at the front for the turning of broom handles. The quality and excellency of its product is unquestionably the best.

We are now in position to furnish an absolutely complete broom handle equipment, and, if required, design your plant.

Ask us for information about our Tumblers, Bolters, Splitters, Chucking and Boring Machines, and in fact anything you require in this line.



"Westcott" Automatic Broom Handle Lathe

Cadillac Machine Company

Cadillac, Mich.

Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery

CHICAGO 96 Liberty Street, NEW YORK SEATTLE

New Orleans: Woodward, Wight & Co., Ltd.
Canada: Canadian Allis-Chalmers, Ltd., Toronto

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, NOVEMBER 10, 1917

Subscription $2.
Single Copies, 15 Cents.

COMING OUT

The American and Allied Governments are making enormous demands on the supply of American Black Walnut for high-grade war materials.

The production of fine Walnut logs and stumps is progressing on a scale heretofore unknown.

Virgin forests and handsome groves that have been jealously guarded from the woodman's axe for generations are now yielding to Democracy's requirements.

American Walnut is "coming out" in unprecedented quantity and QUALITY.

Our Veneer Experts—in the woods and at the mills—are ever on the alert for that exceptional quality of figured wood that distinguishes PENROD PRODUCTS. Out of the flood of timber reaching our mills, we are selecting finer quality and greater variety of rare veneer wood than we have ever offered before.

And, get this: We haven't added a penny to our veneer prices since the beginning of the war. We will not make any advance in price prior to *January 1st.* After that—we're not promising. We're going to do our best but the odds are against us.

So now is the time to make selections and place your orders for your 1918 requirements. Our stock is complete; our quality supreme; our prices right.

Wire or write for samples and we'll help you solve your veneer problem for another twelve months.

Penrod Walnut & Veneer Co.

Kansas City, Missouri

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Rotary Gum Core Stock
Built-up Panels
Drawer Bottoms
Crossbanding

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.
} MILLS {
Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

Northwestern Cooperage and Lumber Co.
GLADSTONE, MICHIGAN

Western Office: 516 Lumber Exchange, Minneapolis, Minn.
Mills at Gladstone and Escanaba, Mich.

Manufacturers of the following

"PEERLESS" STANDARD BRAND PRODUCTS
Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1¼" to 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Three Great Logging Conventions

The Pacific Logging Congress met this year at Seattle, Wash., on October 18th, 19th and 20th.

The Appalachian Logging Congress meets at Knoxville, Tenn., some time in November.

The Southern Logging Association met at New Orleans, La., on October 24th, 25th and 26th.

FULL REPORTS OF ALL THREE WILL APPEAR IN LOGGING FOR NOVEMBER & DECEMBER, 1917

Send for sample copies of these two numbers—they will cost you nothing and the **ideas** they will contain may be worth thousands to you in addition to helping you to meet Wartime emergencies in the one best way.

CLYDE IRON WORKS

MANUFACTURERS OF LOGGING MACHINES

DULUTH, MINNESOTA

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C

Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 16)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

A & B (*See page 48)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 48)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 51)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 60)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
KENTUCKY LUMBER COMPANY
500,000 ft. 4/4 Selects Plain Red & White Oak
100,000 ft. 4/4 No. 1 C. Plain Red & White Oak
15,000 4/4 1s & 2s Qtd. White Oak
Manufacturer Lexington, **KENTUCKY**

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 12)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

B (*See page 14)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(* See pages 11 and 52)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices. .Conway Building,
Manufacturer **Chicago,**

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

A, B & C (*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak, Good Grades

(*See page 50)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock.
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 15)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANNSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 50)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak

Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust, the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

B, C—
We have a fine stock of 4/4 No. 1 Com. Plain White Oak, 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 16)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,

BAKER-MATTHEWS LBR CO. Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C—
Special
1 car 6 4x20" Qtd. Red Oak Seat Stock
1 car 6 4x18" Qtd. White Oak Seat Stock
1 car 4 4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight species of oak in the United States, more than half of which are confined to the region west of the Rocky Mountains.

White Oak Dimension Timbers Specialties Wide

Parkersburg Mill Company
Manufacturer
Parkersburg, W. Va.

(*See page 1)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO., Manufacturer, Nashville TENNESSEE
Everything in lumber

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C—

Alton Lumber Company

Manufacturers and Wholesale Dealers in Hardwoods.
Manufacturer, Buckhannon, W. VA.

Great forests of [illegible] perfect acorns, occur in Northern Oklahoma and Southern Kansas, and [illegible] of the [illegible]

(*See page 2)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)

Band Sawn Lumber, Dock Stock and timbers. The texture of our hardest oak is famous. Try it.

VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 1/2 4 and 1 4 C & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 10)
QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 51)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY, BEAUMONT, TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber

WARN LUMBER CORPORATION Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

A, B & C—

W. M. Ritter Lumber Company

Manufacturer Hardwoods
Columbus, Ohio

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber, also Millwork, Finish, Trim and Oak Flooring

WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment

BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak Plain Red and White Oak

C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See pages 11 or

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers 10x16 ft.

AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Box Lumber Buyers

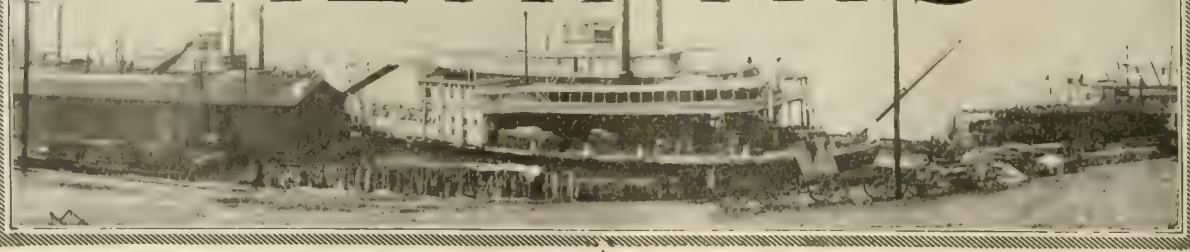
THE limit of the market for box lumber from the Memphis district is fixed solely by freight rates. The lumber goes as far as buyers can afford to pay freight rate on it. In the northern parts of the Ohio valley states it comes in competition with lumber from the Lake States, and further east one of its chief competitors is the southern pine from the Atlantic Coast. In the upper Mississippi valley states and in the plains states west of the Mississippi the Memphis box material comes in contact with pine and fir from the Rocky Mountain region and even from the Pacific coast. These wide limits are set by natural barriers and transportation reasons, but Memphis holds about one-fourth of the box lumber business of the whole country, and that means a great deal to the power and prosperity of the region.

About 350,000,000 feet of the box lumber manufactured in the Memphis district, or shipped to other regions to be manufactured, is gum and cottonwood. These are generally considered the best available hardwoods for shipping boxes of the ordinary kind. That explains their wide market and the general demand for them. These woods may be procured, to some extent, from other parts of the country; but the greatest supply and the highest grades are produced in the district commercially tributary to Memphis.

It should not be supposed, however, that box factories take the best grades of cottonwood and gum any more than they take the best grades of other woods. Those who want the highest grades need fear no active competition from box manufacturers. Both of these woods are strong and tough, hold nails well, resist tendency to break or split, show printing and stenciling well, and have no odor or taste that is objectionable to the shippers of food products.

(To be continued)

MEMPHIS



ASH
95M' 1s & 2s, 1x6-9" wide, 8 & 10' long, dry.
30M' 1s & 2s, 1x10-11" wide, 8 & 10' long, dry.
15M' 1s & 2s, 1x15" & up, 8-16" long, dry.
PLAIN WHITE OAK
40M' 1s & 2s, 1/2" dry.
20M' 1s & 2s, 8/4, dry.
20M' No. 1 Com., 1/2. dry.
17M' No. 1 Com., 8/4, dry.
PLAIN RED OAK
60M' 1s & 2s, 8/4, dry.
40M' No. 1 Com., 8/4, dry.
CYPRESS
50M' No. 1 Shop, 5/4, dry.
WILLOW
100M' 1s & 2s, 4/4, dry.
35M' 1s & 2s, 5/4, dry.
100M' No. 1 Com., 4/4, dry.
20M' No. 1 Com., 5/4, dry.
20M' No. 1 Com., 6/4, dry.

QUARTERED FIGURED RED GUM
40M' 1s & 2s, 1", dry.
26M' No. 1 Com., 1", dry.
40M' 1s & 2s, 5/4, dry.
16M' No. 1 Com., 5/4, dry.
20M' 1s & 2s, 6/4, dry.
5M' No. 1 Com., 6/4, dry.
30M' 1s & 2s, 8/4, dry.
FIGURED RED GUM
17M' No. 1 Com., 4/4, dry.
12M' No. 1 Com., 5/4, dry.
PLAIN RED GUM
19M' 1s & 2s, 3/4, dry.
5M' 1s & 2s, 1/2, dry.
50M' 1s & 2s, 8/4, dry.
50M' No. 1 Com., 8/4, dry.
QUARTERED RED GUM
50M' 1s & 2s, 4/4, dry.
40M' 1s & 2s, 5/4, dry.
15M' 1s & 2s, 6/4, dry.
QUARTERED GUM
(Sap No Defect)
30M' No. 1 Com. & Bet., 10/4 dry

E. SONDHEIMER CO.

For immediate shipment

QUARTERED WHITE OAK
6,000 ft. 1st & 2nd 4/4"
100,000 ft. No. 1 Com. 4/4"
PLAIN WHITE OAK
30,000 ft. 1st & 2nd 4/4"
117,500 ft. No. 1 Com. 4/4"
50,000 ft. No. 2 Com. 4/4"
PLAIN RED OAK
22,000 ft. 1st & 2nd 3/4"
36,000 ft. No. 1 C. 3/4"
62,000 ft. 1st & 2nd 4/4"
19,000 ft. No. 2 C. 4/4"
QUARTERED RED GUM
71,000 ft. 1st & 2nd 4/4"
10,000 ft. 1st & 2nd 5/4"
5,000 ft. 1st & 2nd 6/4"
38,000 ft. 1st & 2nd 8/4"
14,000 ft. 1st & 2nd 12/4"
60,000 ft. No. 1 C. 5/4"
40,000 ft. No. 1 C. 6/4"
PLAIN RED GUM
14,500 ft. 1st & 2nd 4/4"
27,500 ft. 1st & 2nd 5/4"
23,000 ft. 1st & 2nd 6/4"
18,000 ft. No. 1 C. 4/4"
82,000 ft. No. 1 C. 6/4"
QUARTERED RED GUM
(Sap No Defect)
10,000 ft. 1st & 2nd 6/4"
47,000 ft. 1st & 2nd 8/4"

BELLGRADE LUMBER CO.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd. White.
12M ft. 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft. 2" & wider No. 2 C. Stps. Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
8M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
30M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.

Little Rock Rates
Cairo, flat 15c, through 13c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.

Mounds Rates
Cairo, 10c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c. Cincinnati, 18½c. Kansas City, 19c.

BROWN & HACKNEY, Inc.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

PLAIN RED OAK
24,430' 1s & 2s, 4/4"
425,975' Nos. 1 & 2 Com., 4/4"
88,730' 1s & 2s, 5/4"
220,000' Nos. 1 & 2 Com., 5/4"
PLAIN WHITE OAK
68,810' 1s & 2s, 4/4"
25,000' Nos. 1 & 2 Com., 4/4"
172,000' Nos. 1 & 2 Com., 5/4"
MIXED OAK
101,975' No. 3 Com., 4/4"
20,985' No. 3 Com., 5/4"
60,000' No. 3 Com., 6/4"
SAP GUM
94,680' Panel, 4/4"
300,000' 1s & 2s, 4/4"
169,440' No. 1 Com., 6/4"
176,300' 1s & 2s, 8/4"
13,465' Nos. 2 & 3 Com., 8/4"
PLAIN RED GUM
182,265' 1s & 2s., 4/4"
100,000' No. 1 Com., 4/4"
57,725' No. 2 Com., 4/4"
64,140' No. 1 Com., 5/4"
28,790' 1s & 2s., 6/4"
61,935' No. 1 Com., 6/4"
32,295' No. 2 Com., 6/4"
13,840' 1s & 2s, 8/4"
39,690' No. 1 Com., 8/4"
QUARTERED RED GUM
74,680' 1s & 2s., 4/4"
194,720' No. 1 Com., 4/4"
65,275' 1s & 2s, 5/4"
37,885' No. 1 Com., 5/4"
32,040' 1s & 2s, 6/4"
84,080' Com. & Btr., 8/4"
39,290' Com. & Btr., 10/4"
23,540' 1s & 2s, 12/4"
FIG. QTD. RED GUM
26,000' Com. & Btr., 4/4"
14,400' Com. & Btr., 8/4"
8,000' Com & Btr., 10/4"

GEO. C. BROWN & CO.

All stock regular widths and lengths

SAP GUM
100,000 ft. 5/4" 1s & 2s
75,000 ft. 5/4" No. 1 Com.
20,000 ft. 8/4" 1s & 2s
20,000 ft. 8/4" No. 1 Com.
RED GUM
50,000 ft. 4/4" 1s & 2s
100,000 ft. 4/4" No. 1 Com.
QUARTERED RED OAK
(Sap no defect)
75,000 ft. 1½" C. & B.
200,000 ft. 2" C. & B.
75,000 ft. 2½" C. & B.
WHITE OAK
20,000 ft. 1" 1s & 2s
16,000 ft. 1¼" 1s & 2s
30,000 ft. 1¼" No. 1 Com.
RED OAK
35,000 ft. 1" 1s & 2s
50,000 ft. 1" No. 1 Com.
25,000 ft. 1¼" 1s & 2s
45,000 ft. 1¼" No. 1 Com.
QUARTERED WHITE OAK
2 cars 1" 1s & 2s
2 cars 1" No. 1 Com.

Coulson Lumber Company

SAP GUM
60,000 ft. 1s & 2s, 2", 6 & wider, 60% 14-16', 8 mo. dry.
35,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 8 mo. dry.
RIFT SAWN SAP GUM
22,000 ft. 1s & 2s, 1½", 5 & wider, 50% 14-16', 3 mo. dry.
16,000 ft. No. 1 C., 1½", 4 & wider, 50% 14-16', 3 mo. dry
80,000 ft. 1s & 2s, 2", 5 & wider, 60% 14-16', 6 mo. dry.
60,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 6 mo. dry.
32,000 ft. 1s & 2s, 3", 5 & wider, 50% 14-16', 3 mo. dry
27,000 ft. No. 1 C., 3", 4 & wider, 50% 14-16', 3 mo. dry.
QUARTERED RED GUM
38,000 ft. 1s & 2s, 2", 5 & wider, 60% 14-16', 8 mo. dry.
31,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 8 mo. dry.
QUARTERED BLACK GUM
30,000 ft. No. 1 & Btr. 1", 4 & wider, 50% 14-16', 4 mo. dry.
TUPELO GUM
65,000 ft. No. 2 & Btr. 1", 4 & wider, 60% 14-16', 4 mo. dry.
COTTONWOOD
60,000 ft. No. 2 & Btr. 1", 4 & wider, 60% 14-16', 4 mo. dry.
GUM
25,000 ft. Backing Boards, No. 2 & 3, 2", 4 & wider, 60% 14-16', 6 mo. dry.
SAP GUM
60,000 ft. No. 1 C. 1", 4 & wider, 60% 14-16', 6 mo. dry.
PLAIN RED OAK
26,000 ft. 1s & 2s, 1", 6 & wider, 40% 14-16', 4 mo. dry.
56,000 ft. No. 1 C., 1", 4 & wider, 40% 14-16', 4 mo. dry.
38,000 ft. No. 2 C., 1", 4 & wider, 40% 14-16', 4 mo. dry.

Goodlander-Robertson Lumber Co.

QUARTERED WHITE OAK
100,000' 1/2" 1s & 2s
40,000' 3/1" 1s & 2s
70,000' 4/4" Clear Strips
500,000' 1/4" No. 1 Com.
90,000' 3/8" No. 1 Com.
50,000' 5/8" No. 1 Com.
40,000' 3/4" No. 1 Com.
50,000' 1/4" No. 1 Com. Strips
100,000' 1/4" No. 2 Com.
20,000' 4/4" No. 2 Com.
PLAIN WHITE OAK
100,000' 1/4" No. 1 Com.
100,000' 1/2" No. 1 Com.
50,000' 5/8" No. 1 Com.
200,000' 1/4" No. 2 Com.
PLAIN RED OAK
100,000' 3/8" 1s & 2s
100,000' 1/2" 1s & 2s
50,000' 5/8" 1s & 2s
100,000' 4/4" 1s & 2s
100,000' 1/2" No. 1 Com.
50,000' 5/8" No. 1 Com.
100,000' 4/4" No. 1 Com.
PLAIN RED GUM
100,000' 4/4" 1s & 2s
40,000' 3/8" No. 1 Com.
100,000' 4/4" No. 1 Com.
SAP GUM
50,000' 5/8" 1s & 2s
13,000' 8/4" 1s & 2s
30,000' 4/4" Clear Strips
200,000' 4/4" No. 1 Com.
200,000' 4/4" No. 2 Com.
ELM
50,000' 12/4" No. 2 Com. & Btr.
QUARTERED RED GUM
20,000' 4/4" 1s & 2s Fig.
30,000' 4/4" 1s & 2s
50,000' 4/4" No. 1 Com.
6,000' 10/4" No. 1 Com.

Russe & Burgess, Inc.

MEMPHIS

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 5/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
15,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S.

Memphis Band Mill Co.

Regular Widths and Lengths

COTTONWOOD
[illegible] ft. FAS, 4/4", 12" & 13"
[illegible] ft. FAS, 4/4", 14" & up
100,000 ft. Panel & No. 1, 4/4", 18" and up

ELM
60,000 ft. Com. & Btr., 16/4"

QUARTERED RED GUM
150,000 ft. Com. & Btr., 4/4"
[illegible] ft. No. 1 C., 5/4"

PLAIN RED GUM
[illegible] ft. No. 1 C., 4/4" & 5/4"

QUARTERED SAP GUM
75,000 ft. Com. & Btr., 8/4"

PLAIN SAP GUM
130,000 ft. FAS, 5/8"
300,000 ft. FAS, 4/4", 13" & up
25,000 ft. FAS, 5/4", 14" & up
115,000 ft. Pan. & No. 1, 4/4", 18-21"

MAPLE
[illegible] ft. L. R., 4/4"
[illegible] ft. L. R., 5/4" & 6/4"
70,000 ft. L. R., 12/4"

QUARTERED WHITE OAK
[illegible] ft. C. & B., 4/4"
[illegible] ft. FAS, 4/4"

PLAIN WHITE OAK
[illegible] ft. No. 1 C. & B., 4/4"
75,000 ft. No. 1 C. & B., 4/4"

PLAIN OAK
275,000 ft. No. 3 C., 4/4"

SYCAMORE
[illegible] ft. C. & B., 4/4"

WILLOW
[illegible] ft. C. & B., 4/4"

ANDERSON-TULLY CO.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

QUARTERED WHITE OAK
55,000 ft. 1s & 2s 8/8"
145,000 ft. 1s & 2s 4/4"
18,000 ft. Clear Strips 4/4", 5-5½".
34,000 ft. Com. Strips 4/4", 1½/4".
13,000 ft. 1s & 2s 5/4", 10" & up.

PLAIN WHITE OAK
24,000 ft. 1s & 2s 4/4"
78,000 ft. No. 1 C. 4/4".
130,000 ft. No. 2 C. 4/4".
52,000 ft. 1s & 2s 5/4".
120,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
165,000 ft. No. 1 C. 8/4".

PLAIN RED OAK
78,000 ft. No. 1 C. 3/4".
35,000 ft. No. 2 C. 3/4
175,000 ft. 1s & 2s 4/4"
750,000 ft. No. 1 C. 4/4
400,000 ft. No. 2 C. 4/4"
103,000 ft. 1s & 2s 5/4".
178,000 ft. 1s & 2s 6/4"
163,000 ft. No. 1 C. 6/4"
38,000 ft. No. 2 C. 6/4"
22,000 ft. 1s & 2s 8/4"

ASH
16,000 ft. 1s & 2s 4/4"
48,000 ft. No. 1 C. 4/4"
33,000 ft. No. 2 C. 4/4"
94,000 ft. No. 1 C. 5/4"
58,000 ft. 1s & 2s 6/4"
22,000 ft. No. 1 C. 6/4"
17,000 ft. No. 1 C. 8/4"

James E. Stark & Co., Inc.

We Can Move To Your Order At Once

QUARTERED WHITE OAK
50,000 ft 1s and 2s 5/8"
100,000 ft. No. 1 C., 5/8"
97,000 ft. 1s and 2s, 3/4"
100,000 ft. No. 1 C., 4/4"
75,000 ft. CF Strips, 4/4", 2½ to 5½ wide.
65,000 ft. No. 1 C., 5/4"
67,000 ft. No. 1 C., 6/4"
100,000 ft. No. 1 C., 8/4"
100,000 ft 2 C., 8/4"

PLAIN WHITE OAK
40,000 ft. No. 1 C., 4/4"
70,000 ft. FAS, 8/4"
100,000 ft. No. 1 C., 8/4"

QUARTERED RED OAK
30,000 ft. C. & B., 3/4"
40,000 ft. No. 1 C., 4/4"
77,000 ft. FAS, 5/4"
100,000 ft. No. 1 C., 5/4"

QUARTERED GUM
(Sap No Defect)
200,000 ft 5/4" C & B.
200,000 ft. 6/4", C & B.
200,000 ft. 8/4" C. & B.
200,000 ft. 10/4" C. & B.
200,000 ft. 12/4" C. & B.

ELM
200,000 ft. Log Run, 3"
50,000 ft. Log Run 10/4"
100,000 ft. Log Run, 4/4"
15,000 ft. Log Run 8/4"

MAY BROS.

We have for sale in regular widths and lengths, dry, the following:

QUARTERED WHITE OAK
15,000' CF Strips, 4/4", 2½-5½", 12 mos., bright sap no defect
10,500' 1s & 2s 5/4", 12 mos.
7,200' 1s & 2s, 6/4", 8 mos.

QUARTERED RED OAK
17,000' No. 1 Com., 4/4", 14 mos.
6,200' 1s & 2s, 5/4", 12 mos.
2,800' No. 1 Com., 6/4", 12 mos.
5,700' 1s & 2s, 6/4", 8 mos.
2,500' No. 1 Com., 6/4", 8 mos.

PLAIN WHITE OAK
29,000' No. 1 Com., 4/4", 4 mos.
10,900' 1s & 2s, 5/4", 8 mos.
14,400' No. 1 Com., 5/4", 6 mos.
9,100' No. 1 Com., 6/4", 6 mos.
18,500' 1s & 2s, 8/4", 12 mos.
19,800' No. 1 Com., 8/4", 4-12 mos.

RED AND WHITE OAK
19,900' Sound Wormy, 4/4", 5/4", 6/4", 6 mos.

PLAIN RED OAK
13,000' 1s & 2s, 4/4", 8 mos.
70,900' No. 1 Com., 5/4", 8 mos.
11,200' No. 1 Com., 6/4", 6 mos.
17,300' 1s & 2s, 8/4", 6-12 mos.
19,500' No. 1 Com., 8/4", 6-12 mos.
11,000' No. 2 Com., 8/4", 6 mos.

ELM
20,000' No. 2 C & Btr., 4/4", 3 mos.
20,600' No. 2 C. & Btr., 5/4", 3 mos.
6,200' No. 2 C. & Btr., 6/4", 3 mos.

MAPLE
3,700' No. 2 C. & Btr., 5/4", 3 mos.
6,700' No. 2 C. & Btr., 6/4", 3 mos.

F. T. DOOLEY LUMBER CO.

Regular Widths and Lengths

PLAIN WHITE OAK
2 Cars 1s & 2s, 4/4", 8 mos. dry.
2 Cars Select 4/4", 8 mos. dry.

QUARTERED WHITE OAK
4 Cars Select 4/4", 14 mos. dry.

PLAIN RED OAK
2 Cars 1s & 2s, 4/4", 14 mos. dry.
3 Cars 1s & 2s, 5/4", 8 mos. dry.
1 Car Select, 4/4", 14 mos. dry.

QUARTERED RED GUM
1 Car Com. & Btr., 4/4", 6 mos. dry.
2 Cars Com. & Btr., 6/4", 7 mos. dry.

PLAIN RED GUM
2 Cars Com. & Btr., 6/4", 7 mos. dry.

PLAIN SAP GUM
1 Car B. B. 4/4", 11-12", 3 mo dry.
1 Car B. B. 4/4", 13-17", 3 mo. dry.

ELM
1 Car L. R., 4/4", 8 mos. dry.
1 Car L. R., 12/4", 3 mos. dry.

HICKORY
5 Cars L. R., 4/4", 12 mos. dry.

WHITE AND RED OAK
1 Car Crossing Plank 12/4", 8-12", 25 mo. dry.

QUARTERED WHITE & RED OAK
7 Cars Wormy Com. & Btr. 4/4", 24 mos. dry.

Ferguson & Palmer Co.

WHITE ASH
25,000' 4/4" 6" & up, 1s & 2s & Common
57,000' 5/4" 6" & up, 1s & 2s & Common
39,500' 6/4", 6" & up, 1s & 2s & Common
21,000' 8/4", 6" & up, 1s & 2s & Common
20,000' 10/4", 6" & up, 1s & 2s & Common
50,000' 12/4", 6" & up, 1s & 2s & Common
8,000' 16/4", 6" & up, 1s & 2s & Common
50,000' 4/4", No. 1 Common
50,000' 5/4" No. 1 Common
25,000' [illegible] No. 1 & 2 Com. Log
[illegible] No. 1 & 2 Com. Log
[illegible] No. 1 & 2 Com. Log

17,500' 16/4" Nos. 1 & 2 Com. log percent clear shorts
15,200' 12/4" Nos. 1 & 2 Com., big percent clear shorts
[illegible] amount 4/4" 1s & 2s 6" & up & 12" & up 1s & 2s

SOFT ELM
5 cars 12/4" No. 2 Com. & Better, thoroughly seasoned
1 car 10/4" No. 2 Com. & Better, thoroughly seasoned
2 cars No. 1 No. 2 Com. & Better thoroughly seasoned

SOFT MAPLE
1 car No. 1 No. 2 Com. & Better.
1 car 10/4" No. 2 Com. & Better
2 cars 12/4" No. 2 Com. & Better
1 car 16/4" No. 2 Com. & Better

Riel-Kadel Lumber Co.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS

The Following Items Are Ready for Prompt Shipment

QTD WHITE OAK
2 cars 1 & 2s, 4/4".
7 cars No. 1 Com., 4/4".
2 cars Clear Strips, 4/4".
2 cars No. 1 Com., strips, 4/4".

QTD RED OAK
3 cars No. 1 & 2s, 4/4".
1 car No 1 Com., 4/4".

PLAIN WHITE OAK
1 car 1 & 2s, 4/4".
2 cars No. 1 Com., 4/4".

PLAIN RED OAK
1 car 1 & 2s, 4/4".
3 cars No. 1 Com., 4/4".
2 cars No. 3 Com., 4/4".

QTD. RED GUM
2 cars 1 & 2s, 4/4".
5 cars No. 1 Com., 4/4".
1 car 1 & 2s, 6/4".
1 car 1 & 2s, 5/4".

SAP GUM
3 cars 1 & 2s, 4/4".
2 cars 1 & 2s, 5/4".
5 cars No. 1 Com., 4/4".
2 cars No. 1 Com., 5/4".
2 cars No. 2 Com., 4/4".

COTTONWOOD
3 cars No. 1 Com., 4/4".
8 cars No. 2 Com., 4/4".

PANEL COTTONWOOD
1 car 18" and up, 4/4".

ELM
4 cars No. 2 & Btr., 4/4".
3 cars No. 2 & Btr., 10/4".
3 cars No. 2 & Btr., 12/4".
2 cars No. 2 & Btr., 16/4".

QTD. SYCAMORE
1 car Log run, 4/4".

J. V. Stimson Hardwood Co.

QUARTERED WHITE OAK
10,500' 1s & 2s, 1-2", 10" & up, regular length, dry
10,000' 1s & 2s, 3/4", 10" & up, regular length, dry
50,000' 1s & 2s, 1", regular width & length, dry
260,000' 1s & 2s, 1", regular width & length, dry
10,000' 1s & 2s, 1", 6" to 7½", regular length, green
100,000' No. 1 Com., 1/4", regular width & length, dry
250,000' No. 1 Com., 3/8", regular width & length, dry
9,000' No. 1 Com., 1/2", 4" to 11½", regular length, dry
2,000' No. 1 Com., 1/2", 10" & up, regular length, dry
300,000' No. 1 Com., 5/8", regular width and length, dry
125,000' No. 1 Com., 3/4", 6" to 7", regular length, dry
10,500' No. 1 Com., 3/4", all 8", regular length, dry
50,000' No. 1 Com., 3/4", 8" & up, regular length, dry
10,000' No. 1 Com., 1/4", regular width and length, dry
15,000' No. 2 Com., 3/8", regular width & length, dry
1,000' No. 2 Com., 1/2", regular width & length, dry
25,000' No. 2 Com., 5/8", regular width & length, dry
125,000' No. 2 Com., 3/4", regular width & length, dry

QTD WHITE OAK STRIPS
28,500' 1s & 2s, 1-1", 4" to 11½", regular length, dry
26,000' No. 1 Com., 1-1", 3" to 3½", regular length, dry
38,000' No. 1 Com., 1-1", 4" to 11½", regular length, dry

R. J. DARNELL, Inc.

Send in your order now for

20,000 ft. Qtd. W. Oak 1 & 2 1/2"
12,600 ft. Qt. W. Oak No. 1 C 5/8"
11,900 ft. Sound Wormy Oak 4/4"
74,100 ft. Qtd. W. O. Strips Clear 2½ & 3"
56,500 ft. Qtd. W. O. Strips Sap 2½ & 3"
9,800 ft. Pl. W. Oak 1 & 2 1/2"
42,300 ft. Pl. W. Oak No. 1 C. 1/2"
9,500 ft. Pl. W. Oak No. 1 C. 5/8"
12,700 ft. Pl. Red Oak 1 & 2 5/8"
4,200 ft. Pl. Red Oak No. 1 C 5/8"
15,800 ft. Pl. Red Oak 1 & 2 3/4"
54,200 ft. Pl. Red Oak 1 & 2 4/4"
41,000 ft. Pl. Red Oak Step 11-15 5/4"
21,800 ft. Pl. Red Oak Sd. Wormy RO 4/4"
14,000 ft. Qtd. R. Oak 1 & 2 5/4" 10 & up
19,000 ft. Qtd. R. Gum 1 & 2 4/4"
67,500 ft. Qtd. R. Gum No. 1 C 4/4"
32,300 ft. Qtd. R. Gum No. 1 C 5/4"
10,300 ft. Qtd. R. Gum 1 & 2 6/4"
9,100 ft. Qtd. R. Gum No. 1 C. 6/4"
176,500 ft. Qtd. R. Gum 1 & 2 8/4"
97,000 ft. Qtd. R. Gum No. 1 C. 8/4"
62,000 ft. Qtd. R. Gum Com. & Bet. 8/4" Sap no defect
145,000 ft. Qtd. R. Gum Com. & Bet. 3" Sap no defect
32,500 ft. Qtd. Fig. R. Gum 1 & 2 4/4"
19,500 ft. Qtd. Fig. R. Gum No. 1 C. 4/4"
7,500 ft. Pl. R. Gum 1 & 2 4/4"
23,000 ft. Pl. R. Gum No. 1 C. 4/4"
22,500 ft. Pl. R. Gum 1 & 2 5/4"
39,500 ft. Pl. R. Gum No. 1 C. 5/4"
14,000 ft. Pl. R. Gum 1 & 2 8/4"
15,000 ft. Pl. R. Gum No. 1 C. 8/4"

The Mossman Lumber Co.

SAP GUM
125,000' No 1 Com & Btr, 5/8"
50,000' No. 1 Com., 3/4"
20,000' Box Bds., 1/4"
125,000' No. 1 Com., 1/4"
155,000' No. 1 Com., 4/4"
75,000' No. 2 Com., 4/4"
100,000' 1s & 2s, 5/4"
95,000' No 1 Com., 5/4"
75,000' 1s & 2s, 6/4"
110,000' No 1 Com., 6/4"
25,000' No 1 Com., 8/4"

PLAIN RED GUM
12,000' 1s & 2s, 3/8"
25,000' 1s & 2s, 1/2"
40,000' 1s & 2s, 1/4"
28,000' No. 1 Com., 4/4"
30,000' No. 1 Com. & Btr., 5/4"
32,000' No. 1 Com. & Btr., 6/4"

QUARTERED RED GUM
50,000' No. 1 Com., 4/4"
60,000' No. 1 Com. & Btr., 8/4"

PLAIN RED OAK
32,000' 1s & 2s, 1/4"
75,000' No 1 Com., 4/4"
85,000' No. 2 Com., 4/4"

PLAIN WHITE OAK
40,000' 1s & 2s, 4/4"
65,000' No. 1 Com., 4/4"
45,000' No. 2 Com., 4/4"

ASH
47,000' Nos. 2 & 3 Com., 5/4"

QUARTERED RED OAK
12,000' No. 1 Com. & Btr., 6/4"

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

In Addition to Our Regular Stock, Your Attention Is Directed to the Following High Grade Specials.

PLAIN RED OAK
55,000 ft. FAS 5/4".
160,000 ft. No. 1 C. 5/4".

COTTONWOOD
140,000 ft. Com. & Btr. 4/4".

TUPELO
75,000 ft. Com. & Btr. 4/4".

QUARTERED SAP GUM
200,000 ft. Com. & Btr. 6/4".
221,000 ft. Com. & Btr. 8/4".
55,000 ft. Com. & Btr. 10/4".
60,000 ft. Com. & Btr. 12/4".

QUARTERED RED GUM
125,000 ft. Com. & Btr. 8/4".

Can ship on receipt of order. WIRE US

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

QUARTERED WHITE OAK
30,000 ft 1s & 2s 4/4".
145,000 ft. No. 1 C. 4/4".
40,000 ft. Clear Strips 4/4".
32,000 ft. Com. Strips 4/4".

PLAIN RED OAK
150,000 ft No. 1 C. 4/4"
180,000 ft No. 2 C. 4/4"
15,000 ft 1s & 2s 5/4"
30,000 ft No. 1 C 5/4"

PLAIN WHITE OAK
75,000 ft. No. 1 C. 4/4".
85,000 ft. No. 2 C. 4/4".
12,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C 5/4".

RED AND WHITE OAK
77,000 ft. Crossing plank 12/4".

LOCUST
10,000 ft. Log Run 4/4".

QUARTERED RED GUM
12,000 ft. Com. & Bet 8/4".

Penrod, Jurden & McCowen, Inc.

ASH

Cars	Shipping Dry
5	FAS, 4/4, 6-9" wide, 8-16 long
3	FAS, 5/4, 6-9" wide, 8-16 long
4	FAS, 6/4, 6-9" wide, 8-16 long
6	FAS, 8/4, 6-9" wide, 8-16 long
5	FAS, 10/4, 6-9 wide, 8-16 long
3	FAS, 12/4, 6-9" wide, 8-16 long
2	FAS, 16/4, 6-9" wide, 8-16 long
1	FAS, 20/4, 6-9" wide, 8-16 long
1	FAS, 4/4, 10-12" wide, 8-16 long
1	FAS, 5/4, 10-12" wide, 8-16 long
1	FAS, 6/4, 10-12" wide, 8-16 long
2	FAS, 8/4, 10-12" wide, 14-16 long
2	FAS, 8/4, 10-12" wide, 8-16 long
2	FAS, 10/4, 11" up wide, 8-16 long

ASH

Cars	Shipping Dry
1	FAS, 10/4, 12" up wide, 8-16 long
3	FAS, 12/4, 12" up wide, 8-16 long
1	FAS, 16/4, 12½" up wide, 8-16 long
10	No. 1 C., 4/4, reg. width & lgth.
3	No. 1 C., 5/4, reg. width & length
2	No. 1 C., 6/4, reg. width & length
5	No. 1 C., 8/4, reg. width & length
2	No. 1 C., 10/4, reg. width & length
1	No. 1 C., 12/4, reg. width & length
1	No. 1 C., 16/4, reg. width & length
2	Strips, Clear, 1/4, 2½ 5½" wide, regular length
2	Shorts, Clear, 4/4-8/4, reg. width, 1 & 6 ft long

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
32,000 ft. Select 4/4".
21,000 ft No. 1 C 3/8".
82,000 ft No. 1 C 1/4".
80,000 ft. Strips 4/4".

QUARTERED RED OAK
18,000 ft. No. 1 C. 4/4".

PLAIN RED OAK
40,000 ft 1s & 2s 4/4"

PLAIN WHITE OAK
42,000 ft. No. 1 C. 4/4".

ELM
34,000 ft. Log Run 8/4".
92,000 ft. Log Run 12/4".

CYPRESS
100,000 ft. Shop & Bet. 4/4".
80,000 ft. Com. & Pecky 4/4".

QUARTERED RED GUM
40,000 ft. No. 1 C. 4/4".

PLAIN RED GUM
25,000 ft 1s & 2s 1-1".
96,000 ft. No. 1 C 1/4".

SAP GUM
53,000 ft. 1s & 2s 4/4".
60,000 ft. No. 2 C. 4/4".
75,000 ft. No. 1 & 2 C. 5/4".
60,000 ft. Panel 1/4", 18" & up.

BLACK GUM
55,000 ft Log Run 1/4"

PLAIN RED OAK
26,000 ft. No. 2 C. 4/4".

PLAIN WHITE OAK
55,000 ft. No. 3 C. 4/4".

QUARTERED RED OAK
20,000 ft. No. 2 C. 4/4".

ELM
25,000 ft Log Run 16/4".

GUM
50,000 ft. Box Boards 4/4", 9-12.

FIGURED QUARTERED RED GUM
11,000 ft. 1s & 2s 1/1".

Stimson Veneer & Lbr. Co.

WE WILL QUOTE ATTRACTIVE PRICES
ON THE FOLLOWING:
54 M. ft. 1 1/16" x 2" No. 1 Maple Flooring
33 M. ft. 1 1/16" x 2" Clear Maple Flooring

The Kneeland-Bigelow Company

Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

"FINEST"

Maple and Beech
FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

"STEARNS" QUALITY LUDINGTON

HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment
Cross Piled and End Piled
Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

IN THE

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity—75,000 Feet

BAND MILL
Little Rock, Ark.

CIRCULAR MILLS
Emory, Ark. Watrous, Ark.

High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

Prompt Shipments of
White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

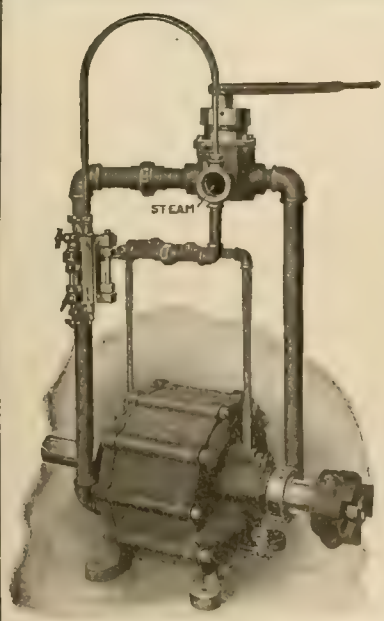
We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery

CHICAGO 96 Liberty Street, NEW YORK SEATTLE

New Orleans: Woodward, Wight & Co., Ltd.
Canada: Canadian Allis-Chalmers, Ltd., Toronto



SOULE Steam Feed

Designed for the sawmill by a millman.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS

MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

GRAND RAPIDS

VAPOR DRY KILN

GRAND RAPIDS
MICHIGAN

GUARANTEES

There is a difference in them — not alone in wording and salesmanship, but in intent, in actual service and in ability to perform.

The Grand Rapids Vapor Kiln guarantee is based on a scientific measurement; it is original and the result of our thirty years' experience in woodworking.

We know the difference between ordinary kiln operation and ordinary guarantees, and we know you do want dependable-guarantees based on real service and tests.

Need we say more?

Grand Rapids Veneer Works

Grand Rapids, Mich. Seattle, Washington

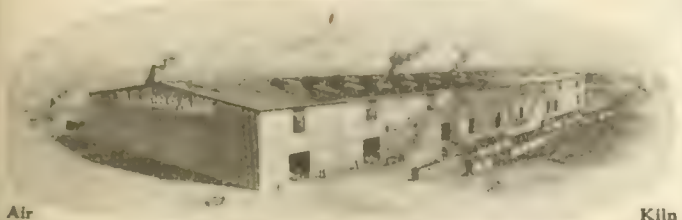
Western Agents, Greeff Varnish Kilns

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

10,000,000 Ft. Capacity.

"The Big Red Shed"

WILL HANDLE ANY ORDER



Air Dried Kiln Dried

HARDWOODS

W. O. KING & COMPANY

2452 LOOMIS STREET, CHICAGO

J. RAYNER CO.

INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

SAVE YOUR MONEY BY USING THE

RED BOOK Published semi-annually in February and August

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Lumbermen's Credit Association Estab. 1878

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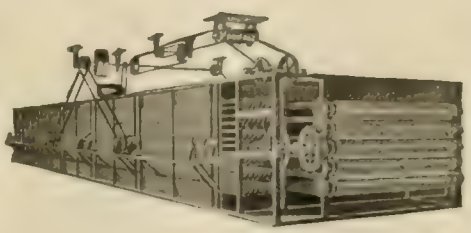

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of important shipping the lumber industry has been the easiest mark for the carriers. Lumbermen have always been the goats and lumber rates occupy a plane which is clearly out of proportion to the position in which they should stand in relation to the rates on other commodities. The lumbermen's fight is not against the general principle of raising freight rates, but it is against the principle of adding further to the additional weight which lumbermen are carrying over what they should legitimately carry.

To the second group nothing can be said which has not already occurred to them in their councils with themselves. There are, and probably always will be, men in every walk of life who wish to reap the benefits which somebody else is responsible for.

The Southern Hardwood Traffic Association represents ninety per cent of the trade in the South and at Ohio river crossings. This association, in fact, represents the hardwood industry of the South and should have the unqualified support of every hardwood shipper who cares at all what his lumber rates may be. If there is any hardwood shipper in this association's territory who is not convinced of the vital work the association is doing, let him make a conscientious effort to find out through direct communication with the association. It should take but a short time to convince anyone that to support this body is not only a moral obligation, but is an investment from which real dividends will be realized.

An Old Question Asked Anew

THE ETERNAL QUESTION used to be, who pays the tariff, the seller on the other side or the buyer on this? The antiprotectionists said that the buyer paid it; but the protectionists denied this and declared that the seller on the other side of the sea paid it. Politics controlled the observer's viewpoint in those days, and his viewpoint never changed until his politics changed.

A very similar question is now before the American public, except that it is wholly a domestic question and foreigners have no part in it. Who pays the three per cent war tax on freight bills, the man who sells the goods or the man who buys? At which end of the shipment must this tax be paid? For instance, if a shipper sells a carload of lumber to a distant customer, does the shipper or the buyer pay the tax? It is almost identical with the problem which was never settled satisfactorily to all in the old tariff controversy. In that case, the tariff was paid by the receiver of the goods. There was no doubt of that; but did he charge it back to the seller and take it out when he paid the bill?

In the case of the freight tax, neither the buyer nor the seller would object to paying it, if he could charge it up to the other man and make him pay it finally. But the question is, can he do this? Will the other man stand for it?

The only point which has been decided is that the government will collect the tax and that the shipment can be, and will be, held until the tax has been paid. The tax, like all other taxes since the creation of the world, except poll tax, is a lien on the property, and if not paid, the property can be sold to satisfy the claim. But that does not quite reach the nub of the matter. Suppose the seller refuses to pay and the buyer refuses to pay, and the marshal seizes the lumber and sells it for the tax. The purchaser under the tax sale will then own the lumber, and he cannot be molested by either the original seller or the original buyer. He will have the lumber; the marshal will have the tax money; and the original buyer and original seller will have nothing, except probably a law suit between them to determine which one must stand the loss.

One thing ought to be reasonably clear: the price of lumber may be raised to include the freight tax. When that is done, the buyer pays the tax when he pays for the lumber; and that being the case, he will object to paying it twice, first when he pays for the lumber, and again to the marshal who comes round with the tax bill before the lumber is released. If the seller of lumber adds the freight tax to the price, he will not count it a hardship if he pays the tax at his end of the line.

That might not solve the problem, for the seller might claim that he did not add the tax to the price, but that he had quoted a net price. That point would have to be settled by specific contract, to prevent troubles and misunderstandings later. The government will doubtless use its own pleasure and consult its own convenience in deciding whether the tax will be collected at the point of shipment or at the point of delivery, and buyers and sellers will not have much to say about it.

Conservation and Water Power

THE DEMAND for close and consistent conservation, advocated by certain departments of the government, is criticised in the weekly letter issued November 2 by the National City Bank of New York. The thrust seems to be aimed at the Forest Service, on the ground that it is hindering the development of electrical power in the national forests, while power from coal is inadequate to the country's needs. The pith of the criticism is in the following paragraph:

> To the extent that hydro-electric power is substituted, this consumption of coal and demand on transportation facilities will disappear. Unfortunately, although there are 40,000,000 to 50,000,000 horse-power of possible but unused water power in the country, most of it is under the jurisdiction of the Federal Government, and tied up so tight that practically no new development is being made. The running waters, which will flow forever are closely guarded, in the name of conservation, while the coal supplies are depleted.

This is not a new accusation, though the justness of it is open to question. There is no doubt that the drain on the available coal supplies would decrease in proportion to the increase in development of electric power from flowing water. A few years ago, during the flood of the conservation movement, fierce attacks were made upon the Forest Service because it opposed throwing open the water power sites to whoever would take them. The Forest Service's answer to these attacks was that corporations were trying to get hold of the electric power sites, to develop them for their own profit, and with the purpose of fleecing the public. In that controversy the Forest Service won out. The famous "Ballinger incident" hinged on that question. The public decided that it would be better that the power sites remain in the control of the government, rather than pass to private ownership.

The paragraph above quoted is the first intimation that the fight over water power is about to be reopened. Conditions are not the same now as they were ten years ago, and the advocates of giving the power sites away will be able to insist that such a course is expedient in the face of the coal shortage. There was no coal shortage ten years ago. It may not be easy to satisfy the public with a policy that withholds development (or exploitation?) of water power while coal is scarce and extremely high in price. No doubt the charge will again be made by the Forest Service that an attempt is about to be made to get possession of power sites by private corporations, and that charge will scarcely be disputed; but the fact remains that the government is holding that great resource and is making no movement toward developing the power now running to waste, and if a counter charge of a "dog in the manger" policy is made against the government, it may not be easy to answer it satisfactorily. At the time of the Ballinger affair, the question of developing the great water powers on national forests was more or less theoretical and academic; but it is intensely practical now.

Shying from Socialism

SOME OF THE TIMBER TRADES of England are much concerned over the prospect that the government will stay in the lumber business after the close of the war and insist on doing the buying and distributing of lumber, as it is doing now. It is held that such a policy will put out of business a large number of persons and firms heretofore engaged in the timber trades. The unfairness of a policy like that is pointed out, and it is claimed that if the business is to be taken away from traders in that manner, they should be remunerated for loss of capital and should also receive damages. That question is not yet confronting the lumbermen of the United States; yet it is easily conceivable that government control of business as a war measure might be tried later as a peace measure. It would, of course, be socialism of a radical kind. It has made no such progress in this country as it has in England. Conditions here are not the same as there. We do not import much of our timber; they import most of theirs.

Northern Lumbermen's Salesmanship Congress

Will Convene at Bay City, Mich., on Friday and Saturday, November 16 and 17—The Headquarters Will Be at the Wenonah Hotel and the Meetings Held at the Bay City Opera House

DON'T let the title of this congress confuse you. It bears the name "Northern Lumbermen's Salesmanship Congress," because the inspiration resulting in the first gathering at Merrill, Wis., last year came from the Northern salesmen and sales managers.

No region, nor any specific wood is to receive the full benefit that will come as the congress develops. Its originators conceived that ultimately all those in charge of selling lumber might come to adopt more progressive methods of merchandising.

To fully appreciate what it means, read the statement of the object of the congress, appearing across the bottom of this page.

The idea originating in northern sales forces will without question spread to take in the factors in selling in the North, East, South and West. It will embrace all of the commercial woods of the country and without question will some day be the most potent organization having to do with the lumber business. That is, potent in the things it can do which will directly and immediately affect the actual marketing of sawmill products.

The executive committee in charge of the arrangements for the congress is composed of: George C. Robson of the Kinzel Lumber Company, Merrill, Wis., chairman, W. M. Wrape, Kneeland-Bigelow Company, Bay City, Mich., H. S. Dewey, Edward Hines Lumber Company, Chicago, E. M. Holland, Cartier-Holland Lumber Company, Grand Rapids, Mich.

The general committee headed by Mr. Robson as chairman includes the following Michigan association members:

W. M. Wrape, chairman Michigan committee, which committee is composed also of: N. R. Wentworth, Ross & Wentworth, Bay City, Mich., C. R. Abbott, Cummer-Diggins Company, Cadillac, Mich., J. E. Dewey, Stearns Salt & Lumber Company, Ludington, Mich., O. W. Hanson, Salling-Hanson Company, Grayling, Mich.; Geo. Strable, Strable Salt & Lumber Company, Saginaw, Mich.; Roy S. Richardson, Richardson Lumber Company, Alpena, Mich.; Geo. M. Clifton, Louis Sands Salt & Lumber Company, Munising, Mich.

H. S. Dewey of the Edward Hines Lumber Company, Chicago, Ill., is chairman of the Wisconsin association committee, the other members of it being:

C. H. Law, J. W. Wells Lumber Company, Menominee, Mich.; W. E. Vogelsang, Turtle Lake Lumber Company, Grand Rapids, Mich.; H. H. Butts, Park Falls Lumber Company, Park Falls, Wis.; J. R. McQuillan, Langlade Lumber Company, Antigo, Wis.; M. J. Fox, Von Platen Lumber Company, Iron Mountain, Mich.; Bruce Odell, Consolidated Lumber Company, Manistique, Mich.; A. R. Burton, Diamond Lumber Company, Green Bay, Wis.; J. L. Hallan, C. H. Worcester Company, [illegible]; J. J. Adams, Brown & Bell Lumber Company, Schofield, Wis.; F. J. Burke, Northwestern Lumber Company, Stanley, Wis.; F. J. Burke, J. S. Stuart Lumber Company, Odanah, Wis.; Wm. J. Kessler, New Dells Lumber Company, Eau Claire, Wis.; C. A. Goodman, Sawyer-Goodman Company, Marinette, Wis.

There will be, as announced, a special train leaving Chicago at midnight on November 15, and on the return trip from Bay City, the delegates will stop off for a couple of hours at Camp Custer, Battle Creek, Mich., on Sunday morning.

If you have any interest at all in advancing the methods of selling lumber, and can possibly arrange to be present or be represented at the congress, you should do so.

This stop will have an especially interesting significance to the delegates. Camp Custer is the Michigan cantonment for the National Army. The supplying of the material for the structures was a job successfully executed by Michigan lumber operators and the success is in no small measure due to the greater harmony in northern lumber circles resulting from just such causes as the Salesmanship Congress. This will be the first opportunity most of the lumbermen have had to see the results of their work.

PROGRAM

FRIDAY AFTERNOON SESSION
2:00 P. M., November 16

Presiding Chairman, G. C. Robson, Kinzel Lumber Company, Merrill, Wis.

Address of Welcome—
W. C. Hull, Traverse City, Mich., President Michigan Hardwood Manufacturers' Association.

Opening Remarks: "Why the Necessity of These Conferences"—
Geo. C. Robson, Kinzel Lumber Company, Merrill, Wis.

"These Conferences—Perspective and Retrospective"—
Edward Hines, Edward Hines Lumber Company, Chicago, Ill.

"How We Do It at Cadillac": "The City of Quality"
Chas. R. Abbott, Cummer-Diggins Company, Cadillac, Mich.

"Merchandising—Past, Present and Future"—
C. D. Burritt, Cadillac Lumber Company, Cadillac, Mich.

"The Retailer's Viewpoint"—
Robt. K. Jardine, Robt. K. Jardine Lumber Company, Grand Rapids, Mich.

FRIDAY EVENING SESSION
7:00 P. M., November 16

Banquet Given by the lumbermen of Bay City and Eastern Michigan. Mr. H. S. Dewey of the Edward Hines Lumber Co., Chicago, Ill., will act as toastmaster and Mr. Douglas Malloch of the "American Lumberman" will be the principal speaker with several other high class after-dinner speakers.

SATURDAY MORNING SESSION
10:00 A. M., November 17

Presiding Chairman, Chas. R. Abbott, Cummer-Diggins Company, Cadillac, Mich.

"The Evolution of Hardwoods": The Select Grade—Its Relative Value
W. L. Martin, Boyne City Lumber Company, Boyne City, Mich.

"Whose Ox Is Gored"—
H. H. Butts, Park Falls Lumber Company, Park Falls, Wis.

"The Relative Strength of Hemlock and Hardwood" Illustrated with Lantern Slides
O. T. Swan, Secretary of the Northern Hemlock and Hardwood Manufacturers' Association, Oshkosh, Wis.

"The Merrill Conference from a Michigan Viewpoint"
J. C. Knox, Secretary Michigan Hardwood Manufacturers' Association, Cadillac, Mich.

"The Industrial Consumer's Viewpoint"—
S. S. Stewart, W. F. Stewart Company, Flint, Mich.

"The Salesman's Viewpoint"—
Enos Colburn, Green Bay, Wis.

SATURDAY AFTERNOON SESSION
2:00 P. M., November 17

Presiding Chairman, H. S. Dewey, Edward Hines Lumber Company, Chicago, Ill.

"The Manufacturer's Viewpoint"—
C. A. Goodman, Sawyer-Goodman Company, Marinette, Wis.

"The Wholesaler's Viewpoint"—
E. M. Holland, Cartier-Holland Lumber Company, Grand Rapids, Mich.

"Moulding the Demand"—
J. S. Crosby, Crosby Agency, Chicago, Ill.

"Getting Ammunition to the Firing Line"
L. R. Putnam, Director of Advertising and Trade Extension, Southern Pine Association, New Orleans, La.

OBJECTS

To get together those vital forces of the Northern Lumber industry, "The Sales Organization and the Manufacturers," on one plane to investigate particularly the importance the sales department occupies in this great manufacturing business, with the idea of determining how we may better handle the selling and manufacturing departments with the one aim of marketing the greatest volume of lumber efficiently and intelligently.

To so handle these departments that we may make better satisfied customers

To broaden the log field of intelligent salesmanship [illegible] necessary under new conditions of marketing.

To [illegible] more co-operation between [illegible] manufacturing departments and particularly between the firms who manufacture and sell Northern Lumber.

To foster the feeling of friendship and fellowship between the manufacturer of Lumber and those who purchase his products with the idea of greater co-operation [illegible] carrying out plans for [illegible]

Reclassification of Lumber

It has been generally known among lumbermen that Examiner Fred Esch of the Interstate Commerce Commission has been at work for some months on a proposed scheme for the reclassification of lumber with regard to shipping rates. His work is nearing completion and the plan is ready for submission to the commission, where it will be duly considered. It may be adopted or rejected, or modified, but, at any event it will come up for discussion before that body. From advance proof sheets HARDWOOD RECORD is able to present a summary of the report.

All kinds of forest products which figure in interstate commerce are considered. Several classes are segregated for the purpose of fixing rates. First is lumber which takes one rate. The items which are classed as lumber are specified at great length, item by item. The next class includes items which take a rate 5 per cent above lumber; the next class takes a rate 10 per cent higher than lumber; the next 15 per cent higher, and the next 20 per cent. Millwork from the Pacific coast comes under a special class and is discussed at great length.

The matter of maximum and minimum carloads comes in for thorough consideration. In the introduction of his report, Mr. Esch presents a summary which covers the ground in a general way, but further on in the report he enters fully into particulars covering all phases of the subject. He takes up specifically the danger, as some see it, that discrimination will be shown between softwoods and hardwoods in fixing rates.

Mr. Esch's summary or synopsis of the report follows:

I suggest two alternative conclusions and indicate my preference for the second. The first alternative is based upon the present practice of the carriers of providing a single carload minimum weight in connection with the rates on lumber. The second presents a plan of different rates for different minima weights, which is an elaboration of a similar plan that was roughly outlined in the tentative conclusions submitted upon the argument and shortly before argument last December.

The first alternative now suggested presents a lumber list in which are given the commodity descriptions which is proposed for uniform adoption in all tariffs and which it is desirable to have adopted, no matter which alternative is adopted with respect to the ratings. This lumber list also shows the ratings suggested in the first alternative. The first alternative is based almost entirely upon differences in the loading per unit of space of the various commodities covered by the report. Commodities are given lumber rates or rates stated in percentages over lumber rates, in accordance with the comparative loading per unit of space of lumber and the commodity involved, as disclosed by the record in the case.

In connection with the first alternative considerable discussion is devoted in the suggested report to the question of whether or not value should be considered as a classification factor, and the conclusion is reached that with respect to the commodities involved, value may be almost entirely disregarded. In this respect the discussion of the first alternative prepares the way for the conclusions reached in the second alternative.

The original plan of different rates for different minima which was suggested in the tentative conclusions submitted at the time of the argument provided a set of carload minima weights, disassociated from cars of any particular size, to be applied in connection with the movement of lumber in cars of all descriptions. It is recognized in the report now submitted that the vital objection against that plan is that the equipment of carriers includes cars of varying capacity so that the weight which it is possible to load is dependent upon the size of the car furnished.

The plan now proposed is for a different set of minima for each particular size of car. A table is given of different minima for different size cars, wherein it is proposed that the present rates on lumber should be applied as base rates on loads of 19,500 pounds in cars of 1,300 cubic feet capacity, on loads of 45,000 pounds in cars of 3,000 cubic feet capacity and on loads of 67,000 pounds in cars of 4,500 cubic feet capacity, with like variations for cars of intermediate capacities. It is also suggested that it may be advisable to provide a different set of minima and rates for movement of lumber and lumber products on flat cars.

The report proper is contained in the first thirty pages and the remaining 41 pages constitute appendices referred to in the text. Among the appendices of particular interest is appendix 13 which discusses the effect upon the revenues of the carriers of a plan for different rates for different minima such as is suggested in the report. In this appendix an attempt is made to show, by using hypothetical cases, that the decrease in the carriers' revenues resulting from the lower rates which would be applied to lumber and lumber products, due to the incentive shippers would have under the plan of different rates for different minima to load heavily and thereby secure lower rates, would be more than overcome by the saving in transportation costs due to the fewer cars which would be needed to move the same volume of freight.

PACIFIC COAST MILL WORK

It is proposed in the report to apply the adoption of the first or the second alternative, which ever is adopted, uniformly throughout the country, with one exception. This exception is with regard to millwork, which term is used to cover sash, doors and related commodities, from the Pacific Coast. In the first alternative the rate relationship of millwork to lumber that is suggested for the country at large is lumber rates plus 20 per cent, but it is suggested that from the Pacific Coast millwork should take lumber rates plus 15 per cent. This exception is due to the difference in the relative loading per unit of space of millwork and lumber from the Pacific Coast, as compared with millwork and lumber from the country at large. By that is meant that lumber from the north Pacific Coast will load, for purpose of illustration, say 56,000 pounds and millwork from that part of the coast will load 43,000 pounds, whereas lumber from the country at large may load 45,000 pounds and millwork from other sections than the Pacific Coast only 30,000 pounds. The rate relationship is different between these rates, which accounts for the difference in rating suggested.

In connection with the second alternative it is pointed out that further evidence is desired before the plan proposed may be applied and a list of questions is given indicating what further facts should be ascertained before such a plan is put into form. It is stated, however, in the report that the evidence as to the second alternative is full enough to warrant a determination at this time as to whether or not the fundamental idea therein contained is correct and is practicable of application.

Similar plans of different cars for different minima are referred to in appendixes 11 and 12, the first being taken from the brief submitted for the Southern Hardwood Traffic Association, Spoke Manufacturers' Association, National Implement and Vehicle Association, Hickory Products Association, Rim Manufacturers' Association and Hub Manufacturers' Association; and the second being contained in a letter addressed to a member of the commission by the vice president of a transcontinental line. (This reference is to Mr. Worthington of the Great Northern Railroad.)

Counsel for Mississippi valley and Wisconsin millwork interests contended that the relationship of millwork to lumber should be the same from the Pacific Coast as in other parts of the country. Millwork now takes one cent over the lumber rate from the Pacific Coast to Chicago. The 15 per cent plan would make the difference 8½ cents under my first alternative. Under the second alternative, if the same relative loading is maintained as between millwork and lumber that has been maintained in the past and upon which the rate relationship of lumber plus 15 per cent as the basis, the same rate relationship would result, but if Pacific Coast shippers should find it possible to load their millwork heavier their rate relationship would be more favorable to that extent. However, the rate relationship of sash and door manufacturers on the Mississippi River would be better than lumber plus 20 per cent, which would be just as though loaded heavier.

The second plan also gives the Pacific Coast manufacturer the advantage of mixing his millwork with lumber and it is possible that he may employ it in such a way as to secure upon mixed carload the same loading and the same rate as on lumber.

Regarding the fear of certain branches of the lumber industry that a plan of rates based on uniform minimum carload weights would be discriminatory against one branch or preferential toward another, I feel sure that the second alternative now suggested would be fair to all parties.

Appendix 7 goes into a full discussion of facts regarding agricultural implement and vehicle material. Appendix 8 takes up veneer and build-up wood and the question raised in the record whether veneer less than ⅛ of an inch thick should pay a higher rate than veneer more than ⅛ inch thick. The conclusion is that there should be no difference of rates made by the thickness of veneer. Appendix 9 covers the millwork question.

THE LUMBER LIST

Mr. Esch's list of lumber and items which take rates from 5 to 20 per cent higher is of great length and if published in full would fill three or four solid pages of **Hardwood Record.** It is possible, however, to shorten it considerably by grouping items instead of giving each its particular mention, and that is done in the following paragraphs, by segregating items taking rates higher than lumber, and considering all other as lumber.

LUMBER RATE PLUS 20 PER CENT

The following items and groups of items take the lumber rate plus 20 per cent:

Astragals, balusters, balustrade work, bases, column; beads, angle, corner, cornice; blinds, brackets, cornice; caps, column; casing, door and window, panel; ceiling, panel; columns, solid or hollow; cresting, doors,

except grain and coal doors, unglazed or glazed with common window glass or glass given the same rating as common window glass in the classification governing the tariff, doors, screen, with or without wire, frames, blind, door, screen, and window, s. u., with or without pulleys; grille work, house trimmings, n. o. s., interior or exterior, k. d.; jambs, panel; newels, ornaments, gable and post; panelwork, pilasters, portiere work, railings and rails, risers, rosettes, sash, s. u., unglazed or glazed, with common window glass or glass given the same rating as common window glass in classification governing the tariff; screens, door and window, including wired; scroll work, shelves, k. d.; spindles, store fronts, treads, turned work entering into the construction of buildings, wainscoting, panel.

(If the foregoing items are shipped from the Pacific Coast the rate will be 15 per cent above lumber.)

Wooden water pipe.

Lumber Rate Plus 15 Per Cent

Built up wood when made from figured veneers or woods of value. Under this definition "woods of value" are:

Boxwood; Spanish cedar; cherry; cocobolo; ebony; granadilla; ironwood; lancewood; lignum-vitæ; mahogany; rosewood; sandalwood; satinwood; teakwood; vermilion; walnut.

Lasts, not further finished than rough turned; various items of millwork take the lumber rate plus 15 per cent when made of woods of value; dowel pins; curtain poles turned but not further finished; veneer when figured, from wood of any kind; wheelbarrow material, sawed, planed, turned, bent, bored, mitered, turned, but not primed, painted or ironed.

Lumber Rate Plus 10 Per Cent

Built up wood when made from figured veneer or from woods of value:

Cooling tower material, consisting of staves and other wooden parts used in the construction of cooling towers, and also iron or steel fixtures (the weight of the iron or steel articles not to exceed 20 per cent of the entire weight of load); cores for paper rolls; ice can and wash tub covers; cresting and cribbing; sucker rods not further finished than sawed, planed, or turned, without attachments; rollers, not further finished than sawed, planed, or turned to shape; ladder material; silo material, consisting of staves, doors, and other wooden materials used in the construction of silos; and also door hangers, iron bands, hoops, lugs, bolts, and other iron or steel parts (the weight of the iron or steel articles not to exceed 20 per cent of the entire weight); closet tanks; tank material, consisting of staves and other wooden parts used in the construction of tanks or vats, and also iron or steel fixtures, including gauge, iron or steel bands or hoops and lugs (the weight of the iron or steel articles not to exceed 20 per cent of the weight of the entire carload); trunk slats.

The Lumber Rate

All other items listed as forest products take the lumber rate. These items include a great variety of commodities from plain lumber down to by-products. Some of the rather unusual items are, ground tan bark, beehives, boughs, hoops, cordwood, fruit and vegetable packages, cooperage stock, kindling material, sawdust, pitch, turpentine drippings, logs, paving blocks.

(A) The charge on mixed carload shipments of two or more wooden articles that take different rates when shipped separately will be the rate applicable on the highest rated article or articles applied to the highest carload minimum weight provided for any article or articles taking the highest rate, provided the actual weight of the article or articles taking the highest carload class or rate is 10 per cent or more of the highest minimum carload weight provided for any of the articles taking the highest carload class or rate.

If the articles in the mixture are differently classified or rated in carloads and the actual weight of the article or articles taking the highest carload class or rate is less than 10 per cent of the highest minimum carload weight provided for any of such articles they will not be entitled to be included in the mixture, but will be separately charged at their l. c. l. rate or rates.

(B) If the aggregate charge upon any mixed carload shipment of articles differently classified or rated in carloads is less on basis of the c. l. rate for the article or articles taking the highest class or rate and on basis of the highest carload minimum weight on any article in the shipment than would accrue under paragraph (A), the shipment will be charged at the rate for the highest classed or rated article or articles and at the highest minimum carload weight for any article contained in the mixture.

(C) If all of the articles in the mixture take the same class or rate [illegible] provided for any of the articles.

[illegible]

Mr. Esch quotes with approval suggestions of the Southern Hardwood Traffic Association [illegible] of specific length and that a new rule be adopted for enforcement when the carrier can not furnish a car of the size called for, and that bills of lading show when a carload shipment is up to the capacity of the car truck, but not to the cubical capacity of the car. Regarding the fear of some lumbermen that discrimination would result between hardwood and softwood under the classification plan based on carload weight, Mr. Esch says in his report:

By some of the parties it has been claimed that because of the difference in density of different species of wood and the consequent ability to load one species heavier per unit of space than another unjust discrimination would result under a plan of different rates for different minima. Oak can obviously be loaded heavier than pine or hemlock, and if both species are produced side by side it is obvious that the shippers of oak can secure lower average rates because of their ability to load heavier per unit of space than the shippers of the other species mentioned. Discrimination, however, can arise only if there is competition between the lumber produced from different species, and in that connection it should be observed that as between the woods representing the two extremes, namely, the highest and the lowest density, competition is not general. But even where there is competition such as may arise between lower grades of oak and certain grades of pine, or between oak flooring and pine flooring, it does not appear that unjust discrimination must necessarily arise due to the fact that the shippers of oak can secure a lower average freight rate per 100 pounds under a plan of different rates for different minima than can shippers of pine. If there is competition there must be some close proximity of selling price. The selling price, however, is not based upon weight but is based upon the unit of 1,000 feet b. m. Consequently the fact that the rate on pine may on the average be more per 100 pounds than on oak will be counterbalanced by the fact that the weight of pine per 1,000 feet is less than the weight of oak per 1,000 feet. The freight charges per 1,000 feet will be substantially the same for the two species. Where there is competition between species, therefore, instead of being unjustly discriminatory to reflect differences in car loading, it would appear that the reverse would be the case. Moreover, it should be pointed out that the predominant production in each section is of lumber of approximately the same density.

Under the plan as modified the price of lumber will not be dependent upon the size of the order, as it would be under the plan originally proposed. Under the original plan a manufacturer in filling an order of lumber weighing 30,000 pounds would necessarily have to ask a somewhat higher delivered price than in filling an order weighing 50,000 pounds, since the freight rate would be higher for the former than for the latter. Under the modifications now proposed shippers will have substantially the same opportunity, whatever size car is furnished, to secure the lower rates provided for heavy loading.

More Evidence Wanted

Mr. Esch denies the contention of many shippers and carriers that the reclassification plan favored by him is primarily a question of rates. Though it involves rates, he says that that is incidental. He dwells upon the fact that his plan would tend to cause full utilization of cars, a condition that would be most desirable in war time. The questions on which Examiner Esch thinks more evidence should be supplied are as follows:

(1) (a) What loading per cubic foot fairly represents the average utilization of equipment in the transportation of lumber and lumber products in the past during normal periods?

(b) Is there such a difference in the loading per cubic foot from different sections of the country as to require a difference in the basic minimum to be used in connection with present rates from these sections?

(2) What is a proper gradation of rates and what is a proper grouping of sizes of cars to be observed in constructing a table of rates for different minima such as that given on page 20, supra?

(3) What tare weights should be used in arriving at different rates for different minima upon the basis outlined?

(4) To what extent may the shipper's choice of sizes of cars be limited?

(5) What has been the experience of transcontinental carriers with regard to the operation of a two for one rule in connection with their cubical capacity minima and of shippers who have availed themselves of this rule?

(6) (a) Should a separate table of different rates for different minima be constructed for shipments on flat cars?

(b) On what basis should the rates provided in such a table be related to the rates provided for movements in box cars?

(c) On what basis should the rates provided in such a table be related to each other?

(d) What tare weights should be used in figuring the rate relationships for shipments on flat cars?

(7) What the effect on net revenues of different rates for different [illegible] is to require a readjustment of base rates in order to [illegible] present net revenue from this traffic?

As appendixes in addition to those mentioned by Mr. Esch in his statement above, he couples with his report lumber lists proposed by railroads and arguments in favor of various points made in his report, together with discussions of many points. Mr. Esch presents a table relative to agricultural implement and vehicle material, showing the rate relationship to lumber and the values per ton [illegible] to mill.

Labor and Cars Menace in South

The car situation at Memphis is steadily growing worse and lumber interests realize that they are confronting conditions which will tax their ingenuity and patience almost to the breaking point. The movement of cotton is at its height and the quantity of freight being handled by the railroads in connection with the military program of the government is larger now than at any time since a state of war with Germany was declared. The railroads are making strenuous efforts to cope with the situation but they frankly confess that there is not enough equipment to take care of all the traffic that is being offered by the government and private industry. Government requirements are receiving first consideration and private industry is already beginning to suffer seriously in a number of instances. Lumber interests have been anticipating a renewal of the car shortage of the summer and they are not surprised at the development. But they are suffering just the same as if they had not anticipated it, and present indications are that matters will become still worse before there is any relief forthcoming. At least this is the view taken by J. H. Townshend and other officials of the Southern Hardwood Traffic Association.

There is already a quite noteworthy shortage of flat cars for handling logs to the mills. Complaints to this effect are coming in from every part of the Mississippi valley territory. Some of the mills in Memphis are on the edge of barely full operations right now and a little longer continuance of the car shortage will mean running on partial time so far as they are concerned. Practically all the mills not owning their own equipment, which operated night and day for quite a number of weeks, have been forced to cut out night shifts. They will be delighted if they are able to run one full shift in the day time. Some are not getting enough logs for that and it is regarded as probable that quite a number will be in that category in a very short time. There are practically no reserve supplies of logs at the mills here or elsewhere in the valley region and the mills are therefore largely dependent on their daily receipts. The extent to which they will be able to operate will therefore be determined largely by the number of cars they are able to secure for handling logs. A serious curtailment of production of hardwood lumber is therefore regarded by the majority as virtually certain within the very near future. Reports from points in Arkansas and Mississippi indicate a growing scarcity of cars and a growing falling off in the quantity of lumber being produced. Similar conditions doubtless obtain in all the remainder of the southern hardwood manufacturing region.

According to officials of the Southern Hardwood Traffic Association, the Illinois Central and Yazoo & Mississippi Valley roads are furnishing lumber interests at Memphis about 60 to 70 per cent of their requirements in the way of outbound cars. Other lines entering this city are furnishing considerably less. Reports from Arkansas, Louisiana and Mississippi suggest that lumber manufacturers and distributers are up against a real shortage of box cars and other equipment for handling shipments of lumber and forest products. Embargoes are added to other troubles of the lumbermen though these are not quite so conspicuous now as they were at times during the late spring and early summer. Box cars for shipping high-grade oak and other lumber, as well as veneers, are very scarce and the movement of products of this character is being very decidedly restricted. And, as is the case with gondolas and other open equipment, it is the belief of the authorities that conditions will become distinctly worse before there is room for any improvement. The association is doing all it can but realizes that chances of successful work in the direction of relief are anything but encouraging at the moment.

The priority board has issued a ruling within the past few days that will tend to hurt the lumber industry to an appreciable extent. This prohibits the roads from furnishing gondola cars for the handling of gravel, sand or any other material used in the building of public highways and streets, houses of amusement, pleasure vehicles and furniture. A considerable percentage of hardwood lumber manufactured in the South goes into pleasure cars, into amusement houses and into furniture and this ruling of the board means elimination of outlets, the loss of which means much to the lumbermen.

Practically ideal weather has obtained recently for work in the woods, but this has been held in check by the pronounced shortage of labor. Labor conditions are far worse, from the standpoint of the lumber manufacturer, than they have ever been, and, with more men to be called to the colors under the selective draft law, it is anticipated that they must become much worse. Every industry complains of the shortage of labor and the lumbermen are experiencing a scarcity which threatens to be a most conspicuous factor in holding down both logging operations and lumber manufacture.

Severe Test for Railroads

On October 1 this year the number of unfilled requisitions for railway cars exceeded the number of surplus cars at various points in the country by 70,380. "This figure," says the Railway Age Gazette, "is less than half as large as was the similar figure for May 1, but within the next few weeks the traffic undoubtedly will greatly further increase, and as general transportation conditions probably will grow more and more unfavorable, it is evident that the time has come when the Railroads' War Board, the managements of the individual railways, the railway employees, the shipping and receiving public and those having charge of shipments for the government, must put forth an effort approaching the superhuman if the railways are to be enabled to handle all the traffic available."

Within the past eighteen months the railroads of the country have increased their facilities to an extent which would have been impossible a few years ago. They handled nearly fifty per cent more traffic with each car and each locomotive than they did in an equal time two years ago.

But the unprecedented increase in traffic which began about two years ago continues unabated. The roads are handling at the present time not only a heavier passenger and freight traffic than they ever did in any previous year, but also a much heavier total traffic than they have at any previous time in 1917. Furthermore, the movement of traffic in the fall and winter months is normally heavier than at any other time of the year, and the present year promises to be no exception to the usual rule, if one may judge by the manner in which the country's transportation business is shaping itself.

This enormous strain has had its effect on the rolling stock of the railroads. The cars and engines are not in good condition generally, and the same might be said of tracks. The roads face a supreme test and their ability to meet it will have much to do with business success and the winning of the war.

Enthusiastic Meeting at Milwaukee

The Northern Hemlock & Hardwood Manufacturers' Association held an enthusiastic and profitable meeting at the Hotel Pfister, Milwaukee, on Friday, October 26.

President Lingle's address, which is reproduced from reading as it was printed in the bulletin, touched on many subjects pertinent to the part of war development of the lumber industry. He stated that the one object before all Americans now is to win the war, and further said that to accomplish this object will entail individual and national sacrifice. He urged a policy of public and national economy, which, he maintained is vastly more vital than individual economy in the home. He said:

"We should advocate and work for a temporary suspension of all work of a public nature except what is absolutely necessary and urgent."

This would mean no road building, road maintenance beyond the point of actual safety requirements, retrenchment in municipal improvements such as parks, playgrounds, libraries, etc. Mr. Lingle's idea is that the capital and labor which would thus be released could be turned directly into war production.

Endorse New Terms of Sale

Edward Hines of Chicago then presented for discussion and consideration terms of sale recently adopted by the National Lumber Manufacturers' Association. These terms and what they mean are discussed on page 35 in this issue. Mr. Hines presented some interesting figures in support of the adoption of commonsense terms by the lumber trade at large.

Referring to the buyer's practice of delaying settlement until arrival of the car, when cash discount is allowed, he said that it has become common practice to withhold remittance for ten days beyond the date of arrival and still make discount reduction. He said on this score:

We contend that the delivered price is simply a guarantee so far as the amount of freight is concerned, and is simply to show the customer what the stock will cost him when delivered. In no sense does it carry with it the guarantee that the shipment will reach destination within any specified time. The shipper has no jurisdiction over the transportation agencies to compel delivery within a certain time.

Mr. Hines presented the following table in support of his contention that the cash discount is simply a matter of interest allowed for the prepayment of an account before it becomes due net:

Payments Received Within	Less 2 Percent Discount for	Equals Interest at Rate of
10 days from date of invoice	50 days unexpired time	14.57% per year
15 "	45 "	16 "
20 "	40 "	18 "
25 "	35 "	20.57 "
30 "	30 "	24 "
35 "	25 "	29 "
40 "	20 "	36 "
50 "	10 "	72 "
55 "	5 "	144 "

He then enumerated definite benefit which will accrue through the use of acceptances in closing accounts. They covered such points as admission of the correctness of the account; common abuses in settlement; economy and convenience of collection; lessening losses on bad accounts; liquidating what would otherwise be dead capital; lessening of necessary working capital and elimination of petty abuses.

On a roll call vote it was unanimously decided to endorse the recommendation.

The principal matters referred to in the report of the traffic and legislation committee read by Chairman A. L. Osborne had to do with new traffic legislation at Washington and the proposed publication of a traffic book by Traffic Manager F. M. Ducker of the Association. The Washington matter is in the form of an amendment to the Act to Regulate Commerce. This provides that until January 1, 1920, no increased rate shall be filed after approval thereof by the Interstate Commerce Commission, with or without hearing. Thus the carriers need but file memoranda of freight proposals and the shippers who have no notices have as their only recourse formal complaint, through the commission, after the rates have gone into effect.

Mr. Osborne referred earnestly to the developing car shortage in the North and strongly recommended co-operation with the Southern Pine Association to insure more cars for association shippers.

[redacted]

Then, following report of Chairman George H. Chapman of the bureau of grades, R. B. Goodman, acting president of the National Lumber Manufacturers' Association, delivered an able address on war taxes. The following is the essence of his address:

[redacted]

I have been advised that the Treasury is at work on a pamphlet which will state fully its regulations and instructions regarding the making of returns under this act [redacted] get very far until we have these regulations.

The particularly new and striking feature of this act is the war excess profits tax. The general principle underlying this tax is that if war conditions have enabled us to make excess profits, it is eminently fair that these profits be heavily taxed to help finance the war.

To determine the amount of the excess profits due to war conditions the law proposes to set up as normal profits of the corporation its net earnings for the years 1911, 1912 and 1913, limited to not [redacted] per cent maximum return on the invested capital, and the amount of tax on the 1917 earnings in excess of [redacted] earnings is heavily graduated with respect to the relation between this excess and the amount of invested capital for the taxable year—this tax varying from 20 per cent to 60 per cent, so that the determination of the amount of invested capital is of as great importance in calculating the tax as the net income itself, and it is particularly with respect to the definition of invested capital that most lumbermen are particularly concerned, and in this definition which we have all read and speculated about there appears to be a need of Treasury regulations for our guidance.

In this the lumber industry is particularly concerned because of its peculiar character where the ownership of timber and the manufacture of lumber are carried on by the same corporation.

Not Intention to Work Injustice

I am sure that in the Treasury regulations a distinction will be made, as it should be made, between the land and the timber on the land. While the timber is technically real estate it is to all practical purposes personal property. Economically it comes in the same category as the manufacturer's stock of raw material.

There is no question in my mind or yours that we have each of us, by our foresight, by our industry and by our coöperative efforts, truly earned whatever increase in value there is today in our stumpage over the price we paid for it five, ten or even twenty-five years ago. We have earned this increase in value. We have paid taxes on it and we believe that its present value in excess of its cost and accrued carrying charges is earned surplus invested in the business.

So in inventorying his stock of raw material the lumberman is influenced not only by the price originally paid for it, but by the market prices at which he could replace it. Altho timber is difficult to inventory and altho he may not have been in the habit of re-inventorying it from year to year, it is obvious that he can make no true accounting of his actual financial condition without revising his stumpage estimates and his stumpage values.

While it will be difficult or impossible for us to determine and report the actual amount of our earned surplus invested in the business for specific years, still I believe that with reasonable regulations from the Treasury Department we will be able to furnish this information to the satisfaction of the Government authorities. But we should vigorously protest against any implication from any source that any part of our surplus growing out of our operating as timber holding and manufacturing corporations is unearned. The chairman of the legislative committee of the National association is in conference with Judge Boyle on this subject and I feel confident that it is the desire and intention of the Treasury Department to treat the lumber industry fairly in this respect.

Determining the Net Income

As to the determination of net income as prescribed under the amended act of 1916, we are concerned not with the arbitrary stumpage rates that, for one reason or another, we have used in our accounting, but we are required to make a careful and honest appraisal of the true average stumpage values as of March 1, 1913. If at the present time the stumpage values as determined by conversion into lumber are greater than the values of 1913, the difference is clearly income since March 1, 1913, and accrues in the year in which the timber is cut.

That there may be no doubt or confusion as to the prevailing stumpage values of 1913 in Wisconsin and upper Michigan, it has been suggested that our association, thru its secretary, take up this subject with each of our members so that the judgment and records and knowledge of each of our members concerning these values may be compared one with the others and these values standardized.

Mr. Goodman here interjected the statement that in his opinion stumpage values for 1913 should be figured as follows: Northern pine, $13; Norway, $9; hemlock, $3; basswood, $8; elm, $6; birch, $4; maple, $2; ash $4; spruce, $8; balsam, $1; poplar, $3; cedar, $4; tamarack, $3; beech, $2; oak, $8.

So far as the problems of accounting are concerned with reference to the making of income returns, I advise waiting until we have the instructions from the Treasury Department.

Afternoon Session

The afternoon session was opened with a vicious attack on booze. The growing scarcity and decreasing efficiency of woods and sawmill labor is rapidly bringing to lumbermen a realization of the absolute necessity for conserving the available man power to the utmost. The arguments against liquor were advanced by John Stange, paper manufacturer of Menasha, Wis., and formerly a member of the retail lumber trade, and by William C. Evjue of the Wisconsin legislature. Their arguments were based not upon abstract moral principles but upon questions of sound, economic merit. They presented figures compiled through practical demonstrations tending to show the actual decrease in efficiency and loss in money due to lessened productive power resulting from the use of liquor in woods and sawmill operations. They were supported by statements from some of the manufacturers present, who, because of local option dry laws in their respective communities, were able to cite specific instances of the benefits from prohibition in industrial centers.

Representative Evjue in his talk stated that the grain used in the manufacture of beer and other liquors in 1916 was sufficient to have made 3,320,000 half loaves of bread daily during that year.

One argument presented was that where liquor reigns in industrial centers there also will be found the hotbed of I. W. W. agitation, and that legislation or action against liquor is directly action against I. W. W. propaganda. The Fox River Valley Efficiency League is working to this end through a campaign tending to educate the working element to the principals and economic reasons for prohibition. This movement was explained in detail and the members individually and collectively were solicited for their support of the movement. Several members joined therewith and the matter was left up to the discretion of the board of directors as to whether or not the association will support the movement as a body.

Miscellaneous Discussions

There followed a report by M. P. McCullough, chairman of the committee on trade extension, and action authorizing the purchase of a liberty bond of a denomination to be determined by the board of directors. It was also agreed that members will accept liberty bonds in payment of lumber invoices.

There was quite a discussion of logging questions and of the development of various Wisconsin and upper Michigan logging associations. The principal speakers were P. S. McLurg of Phillips and A. J. Stange of Merrill. Mr. Stange gave a detailed report on what is being accomplished by the logging association and what its aims are. The loggers, according to the report, are looking to the consummation of uniform wage scale, uniform camp menus, prevention of logging accidents, standardization of logging railroads, determining of production costs in logging, sanitary camp construction.

One feature which Mr. Stange says is rapidly eliminating the bum who, after securing free Sunday board disappears on Monday, is the requirement of a two-dollar deposit by workers appearing on Saturday. This deposit is not refunded until the worker has been employed for a week.

The question of splitting the grade No. 3 hemlock into a yard and a box and crating grade, the association referred to the grading bureau and recommended the plan suggested by Chief Inspector McDonald.

Edward Hines led the discussion on market conditions and emphasized his statement that no one thing is so powerful an influence in retarding fair values as lack of knowledge on stumpage and manufacturing cost.

President Lingle appointed a committee of two to report on a plan for determining manufacturing cost.

There followed talks by C. H. Worcester, Chicago, on the handling of lumber supply at Washington, and by G. C. Robson, Merrill, Wis., on the coming salesmanship congress at Bay City.

H. H. Butts, chairman of the bureau of educational and statistical information, gave a very favorable report on hemlock and hardwood statistics. He read the following table:

1 Inch and Up No. 3 and Better.

	Oct. 1, 1916		Oct. 1, 1917	
	Michigan	Wisconsin	Michigan	Wisconsin
Unsold ash	1,854,000	4,059,000	1,060,000	4,196,000
Unsold bass	8,036,000	16,163,000	6,512,000	12,905,000
Unsold birch	10,979,000	57,081,000	14,733,000	44,103,000
Unsold rock elm	790,000	2,141,000	393,000	1,196,000
Unsold soft elm	5,886,000	9,252,000	6,180,000	11,010,000
Unsold maple (this is H&S maple)	47,102,000	26,538,000	57,954,000	25,448,000
Unsold soft maple	.....	2,933,000	.....	2,415,000
Unsold oak	.....	1,032,000	.....	3,193,000
	74,647,000	120,099,000	86,832,000	104,466,000
		74,647,000		86,832,000
Grand total Wis. & Mich.	194,746,000			191,298,000

No. 3 Common Hardwoods Unsold.

Unsold ash	766,000	1,286,000	672,000	2,278,000
Unsold bass	2,309,000	4,830,000	3,063,000	6,881,000
Unsold birch	2,609,000	20,413,000	7,177,000	19,960,000
Unsold rock elm	609,000	1,429,000	95,000	491,000
Unsold soft elm	1,791,000	4,619,000	2,183,000	4,120,000
Unsold hard maple	13,303,000	10,980,000	40,088,000	17,901,000
Unsold soft maple	.....	945,000	.....	1,148,000
Unsold oak	.....	680,000	.....	1,672,000
	21,387,000	45,182,000	53,278,000	54,451,000
		21,387,000		53,278,000
Grand totals		66,569,000		107,729,000

There followed brief talk by Secretary O. T. Swan, who in turn was followed by the resolution committee, which presented resolutions on the recent death of United States Senator Hall Husting of Wisconsin. Resolutions were presented favoring national and state prohibition.

At the close of the meeting a dispatch was sent to George E. Foster, treasurer of the association, who is recuperating at a Wausau hospital from an attack of blood poisoning.

More Lumbermen Wanted

The lumber operators of the United States have an opportunity of assisting materially in the success of the war. This can be done by aiding in recruiting for the 20th Engineers, which is a unit now being organized for the purpose of cutting lumber of all sorts in the forests of France. From the reports received on all sides it appears that the lack of transportation gives the War Department authorities more trouble than any other single thing, consequently in order to save the space on transports now being used to transport abroad, there are being organized forestry battalions for the purpose of cutting this lumber on the other side.

At first thought, it would seem to the selfish man that any assistance given by him to this project would result in decrease of his sales; but when it is remembered that the amount used abroad is so little that it is not even considered by any lumber manufacturer, even the most selfish would not hold back on that account.

All lumber operators can assist. To do this, they should write to any man who has been drafted from their works and urge him to ask that he be transferred or assigned to the 20th Engineers, Washington, D. C.

A copy of this request should be sent to the commanding officer, 20th Engineers, American University, Washington, D. C., as no recruits are accepted in the 20th Engineers unless they have had actual experience in lumber or logging operations.

The 20th Engineers will consist of 10 battalions and 9 service battalions, and when completed will be the largest regiment in the world, amounting to seventeen thousand men.

Momentous Happenings at Washington Vital to Lumbermen

Can't Ship in Open Top Cars; Lumber Committee Given Great Powers and Warmly Commended

Developments in the war situation here of special interest to the lumber industry include the reorganization of the committee on lumber, Council of National Defense; the inauguration of a movement to have labor employed in sawmills on government work exempt from the draft; the announcement that spruce and fir logging on the Pacific coast is to be run by the government so as to insure adequate supplies of airplane stock; the framing of a new order for commandeering ship timbers; the "signing of the pledge" by ship schedule cutters to speed up; an official recommendation approved by the president that the government undertake to meet the housing problem; plans for curtailing nonessential industries; decision by leading business interests in favor of further government price control and additional railroad legislation, and restriction of the use of open top cars for carrying certain articles.

Can't Use Open Top Cars

Airplane wood has to be 100 per cent perfect. It is estimated by the Forest Service that only 13 per cent of Sitka spruce is good enough for airplane stock, 10 per cent of Port Orford cedar, 8 per cent of Virginia spruce and 5 per cent from Maine spruce. According to an airplane builder not more than 167 feet of lumber out of 1000 goes into airplane construction. Few airplanes contain less than 250 feet and it may take 2000 feet in the rough to furnish this. For propeller blades ash and white oak are used largely, mahogany, spruce and black walnut quite a bit, and maple, birch and cherry to some extent.

That great quantities of lumber are necessary to carry out the airplane construction program here and abroad is evident from a recent statement by Lord Northcliffe, head of the British war mission, that one Detroit firm is able to make 1000 sets of airplane wings daily and that "the entire cities of Grand Rapids and South Bend, which are devoted to furniture making, are willing to manufacture the woodwork of airplanes."

Judge Lovett, railroad priority commissioner for the president, has instructed railroads not to furnish open top cars for carrying certain articles unless it be for government purposes. Under this order it is understood hardwood trim, pleasure vehicle and furniture stock and material for making musical instruments, and the finished products themselves will be limited in shipment to certain closed cars in the interest of "the national defense and security."

The essential features of the order are as follows:

Whereas it has been made to appear and the President, through the undersigned, finds that open top cars (other than flat cars and cars assigned to work service) suitable for the transportation of coal, coke, ore, limestone, sugar beets, sugar cane, sorghum cane, and raw materials for use in the metal, sugar and fertilizer industries, and other commodities necessary to the national defense and security are being utilized in the transportation of the less essential commodities and articles hereinafter specified to such an extent as materially to interfere with the transportation of the aforesaid commodities required in the conduct of industries necessary in the prosecution of the present war.

Now, therefore, by reason of the premises the undersigned, in the name of the President, orders and directs that, on and after the first day of November, 1917, and until further order of the undersigned, all common carriers by railroad in the United States in the distribution of open top cars, other than flat cars, and in the transportation of freight in such cars shall deny the use of open top freight cars other than flat cars to shipments of the following commodities and articles, except in shipments for the United States Government, viz:

1. Materials and supplies, other than coal, for the construction, maintenance, or repair of public or private highways, roadways, streets or sidewalks.
2. Materials and supplies, other than coal, for the construction, maintenance, or repair of theatres or other buildings, or structures to be used for amusement purposes.
3. Materials and supplies, other than coal, for the manufacture of pleasure vehicles, furniture or musical instruments.
4. Passenger vehicles, furniture and musical instruments, which articles the undersigned finds are not essential to the national defense and security.

A Compliment to Lumber Committee

Under the so-called food control law it became necessary to change the status of the lumber committee because of the provision that no employe or advisor of the government should participate in the [illegible] contract to [illegible] which they have [illegible] indirect interest. Most of the other committees that were created under the Council of National Defense organization for advisory purposes have been converted merely into bodies representing the industries from which their membership is taken. This plan, however, did not suit the powers that be in the council, which think exceedingly well of the lumber committee.

It was therefore arranged that the war industries board of the council should practically absorb the lumber committee. R. H. Downman, chairman of the committee and president of the National Lumber Manufacturers' Association, will be designated as assistant commissioner for raw materials under Bernard M. Baruch, who has charge of the raw materials branch of the war industries board. Mr. Downman takes with him as assistants several of the most active members of the lumber committee, it is understood, including F. G. Wisner, of the Eastman, Gardiner Lumber Company; C. H. Worcester of Chicago; E. A. Selfridge of the California Redwood Association, to whom will be added a representative of the hardwood industry, according to the present plan. These gentlemen will give their services to the government and will be supplied with adequate office facilities, clerical and expert assistance, etc., by the council.

Vast Power Vested in Downman

The lumber branch of the war industries board will practically control the purchase of lumber, wood of various kinds and various specialized products, for the war purposes of the government and for the allies of America. The power and authority of Messrs. Downman, Wisner et al. will be vastly increased, it is expected. The Navy Department is expected to purchase materials in most lines through the war industries board joint purchasing agency. And all branches of the War Department are expected to get in the game. The job cut out for Mr. Downman, which is practically lumber purchasing agent for governments representing four-fifths of the civilized world, is a big one and he and his assistants are drafted for the period of the war.

This signal honor paid the lumber committee alone of all the committees in the defense council organization followed severe attacks upon it recently, on account of alleged undue delay in filling orders for shipyard material, bad judgment and favoritism charged to have been shown in placing orders for such material, and other alleged misdeeds. These charges have been repudiated by the committee and its friends, by the shipping board officials, by Mr. Baruch, high army officials and the Secretary of War himself, all of whom have the highest opinion of the committee and its work.

Would Exempt Lumber Workers

One of the big problems confronting the lumber industry is the enforcement of the army draft. Steps are being taken to at the proper time lay before the army and administration authorities claims for exempting from the next and succeeding drafts workmen employed in sawmills cutting ship schedules and turning out other material for the government. It is asserted that the lumber industry is one of the most essential and lumbermen hope that it will be so classed by the government people in making the next draft, so that men from the ranks of sawmill workers will not be called for military service until employees of other and less essential industries are called. Pending action on the exemption claim it is understood that employers in the lumber industry are arranging plans to keep their men busy partly by appealing to their patriotism.

Speeding Up Ship Schedules

Lumber suitable for ship construction is to be commandeered by the shipping board under a new order of embargo down to the size 10'x2" 20' long and longer.

This order is said to be necessary to meet the situation caused by a few alleged slackers. The situation is reported to have re-

[illegible] by the shipping board that it would take over an less than a week's notice certain lumber mills in the South unless shipments of yellow pine ship stock were speeded up. That threat brought a distinguished committee to Washington, including the most representative and prominent men in the southern pine industry, who spent a day or two in conference with the shipping board and other officials.

The conferences closed with the understanding that the lumbermen would hasten the delivery of 250 ship schedules by December 31, 1918, if possible; that an average price of $40 per 1000 feet would be paid for the material in the first 100 ships as in the second 150; that ship schedules will be split up among two or more mills where certain mills can cut some items in the schedule and not others, that packing and other ship material must be heartwood where two surfaces touch each other; that the heartwood items will be paid for at increased item prices; that shipments of pine ship stock if possible will approximate the 100 carloads per day needed instead of the 50 or 60 now being shipped, according to W. J. Haynen, assistant purchasing agent for the Emergency Fleet Corporation of the shipping board; that further changes in the ship schedule will not be made unless asked for by the lumbermen; that orders and deliveries will be systematized and redistributed; that ship stock will have priority in cutting and in shipment.

W. M. Ritter of the W. M. Ritter Lumber Company, Columbus, O., was in Washington recently with the lumber committee of which he is a member. He reported that he found orders for hardwood ship schedules being taken care of satisfactorily by the individual mills, wholesalers and other organizations with which they were placed because the shipping board purchasing officials and the Southern Hardwood Emergency Bureau could not agree about the price of hardwood ship stock. Mr. Ritter intimated that it is difficult for the hardwood bureau to get government business because much of the government's demands for hardwood are for very special products. Some of them are manufactured and remanufactured.

Suggest New Wooden Ship Design

However, it is thought there may be opportunity for the sale of more hardwood ship stock in the scheme hatched by W. H. Sullivan of the Great Southern Lumber Company, and the Gildersleeve Shipbuilding Company of Gildersleeve, Conn. Plans are being prepared in accordance with this scheme for the construction of a standardized wooden ship of 2000 tons which will be submitted to the shipping board with the statement that the materials, yellow pine and hardwood, for such ships can be furnished by the lumber industry at the rate of 500 ships per year.

According to information obtained at the shipping board, the wooden ship building program is only 20 ships behind schedule time, compared with 85 ships behind schedule time when Hurley and Admiral Capps succeeded William Denman and Gen. Goethals. American shipbuilding has increased twelvefold during the year, it is declared, and Mr. Hurley announces that 1,000,000 tons of shipping will be constructed before March 1.

Ship inspectors have been rejecting certain ship stock which did not come up to specifications of the shipping board, although the stock passed the trade association inspectors. Aside from this the only definite thing heard of late out of way in connection with government war lumber business is that a certain quantity of railroad ties were purchased for preliminary construction work at Hog Island, Pa., where the government is to have a big fabricated steel shipbuilding plant constructed by the American International Company. Certain ties, it is understood, were purchased on the open market in order to hasten delivery and some were not of very good quality, said to be mixed oak ties, but shipping board purchasing officers say that none of the ties purchased fell below specifications, although specifications may have been somewhat low.

Lumbermen Make Great Record

The lumber committee placed orders for a lot of switch ties in pine and for some sap pine ties, it is said, which were for temporary use at Hog Island. The Georgia-Florida Yellow Pine Emergency Bureau received orders for 30,000 ties for the same job. It also got orders for thousands of piles for Hog Island, at 8 cents apiece, the contract for piling having been withdrawn from local jobbers at Philadelphia.

The lumber committee realizes that it is human and not free from error occasionally, but with pride the fact is pointed out that 48,000 carloads of lumber have been shipped for government purposes on orders placed through the committee. It is paradoxical but true, say members of the committee, that the lumbermen have gotten more out of the government orders and the government has still gotten its lumber cheaper, than if the committee had not been in existence. This has been due to the elimination of middlemen and the prevention of cut throat competition and price cutting, it is said, and at the same time has produced prompt deliveries and generally satisfactory results.

Will Base Price on Accurate Cost Figures

A number of the lumbermen had a hearing afterwards with the federal trade commission about the investigation of the cost of production of lumber. The lumbermen had withdrawn their waivers of hearing and there was a discussion of the factors entering into the cost of production in the commission's investigation. Some points of difference developed. It was learned that the commission has made a preliminary report to the shipping board on lumber production cost so far as ship stock is concerned.

Further government control of prices was voted for in a referendum of members of the national chamber of commerce which resulted in adoption of the report of a special committee on the question on which the lumber industry was represented by C. S. Keith, president of the Southern Pine Association. Additional railroad legislation along the line of regulating the issuance of securities and federal incorporation of railroads has also been voted for by the chamber's members in a referendum based on the report of a committee on which R. H. Downman represented the lumber industry.

May Curtail Furniture Industry

Following the declaration that business enterprises should be judged by whether they tend to promote victory in the war, the Council of National Defense has taken up a study of the industries of the country with a view to deciding which are non-essential and should therefore be curtailed to some extent or transformed into more essential production. One of the industries to be curtailed or diverted into other lines of production, it is reported, is the furniture industry, which will be expected to furnish airplane woodwork and other war equipment. The consumption of furniture is said to have been curtailed.

Lumbermen are hopeful that they will get a whack at the possible new field of government business or semi-government business opened up by the report of the committee on housing of the Council of National Defense. The committee's report, which has been approved by the president, recommends the creation of a special housing commission to coöperate with communities where housing facilities are needed for workmen on government shipbuilding and war contracts. Under the plan approved the government would provide funds for the construction of such houses.

New Wood Uses Revealed

Other new fields of government business are opening up. Hundreds of millions of feet of lumber will be required for collapsible or portable houses for American military uses in Europe. The army wants 15,000,000 feet immediately for this purpose. Seventy five million feet will be needed for hospitals alone. The navy wants 250 collapsible buildings to cost $240,000, also for export. Lumbermen say that the stuff produced "on the side" in cutting ship schedules can be used in making portable houses. It is understood that sections or panels for the houses are to be made right at the sawmills as is being done now at the Eastman-Gardiner plant and the Long-Bell plant. The Burton Company has a contract for a number of portable houses for the government, requiring [illegible] 30,000,000 feet. The buildings now being

10,000,000 feet of lumber in collapsible house form. The panels will be made to fit together into units, which can be combined or

Wood paving blocks is one of the latest demands of the government. They are to be used to floor a huge munitions plant to be built near Washington, it is reported—39,000 square yards will be required.

Several million feet of lumber have recently been placed through the construction of barges, etc.

It has developed that while ammunition boxes are being used in large numbers for small arms cartridges and for shells for rapid firing guns, shells over four inches in diameter for the American shipped in individual carriers made of wicker or similar material. the carriers is less than boxes cost.

Ten thousand trucks of the new standard type have been ordered recently, besides the 35,000 or more ordered earlier in the war. The standard truck, it is stated, has a body of the same type as that in the older trucks, as the wood part of the trucks was deemed entirely satisfactory. Only the motors needed improvement, it was said. The bodies of the new trucks, as of the old, it is reported, will use some oak, gum, ash, hickory and yellow pine.

Doom Wood in Body Construction

Leading engineer authorities say that wood will pass from use in the manufacture of wheels and bodies of automobiles. Steel odies are being substituted, it is said, and steel and wire wheels. The substitution is said to be more general proportionately, in the United States than in Europe, although the wheel stock originates in America largely.

ere contains a technical description of the Austrian airplane Hansa Brandenburg No. 4, captured by allied troops.

Compute Efficiency of Lumber Labor

The United States Department of Labor, Bureau of Labor Statistics, has been making a study of productivity and cost of labor in the lumber industry and will publish a complete report on the subject. A preliminary statement relative to it, by Benjamin M. Squires, has been issued by the department. Mr. Squires discusses the desirability of figures showing the actual facts about labor capacity and cost in many important industries as a means of products should be sold, profits actually made, etc.; also as tending expressed in one-man hours, the output record in 1000 board feet of lumber. The number of one-man hours necessary to produce a given time is the productivity of labor. In his preliminary statement Mr. Squires says:

and the character of the output.

average diameter and merchantable length were determined by the in-

measured in various regions where actual logging operations were being conducted. Since these trees were measured under these circumstances, they tend to appear in the table in about the proportion in which they were used by the loggers. The average diameter and merchantable length

A table presented by Mr. Squires shows that a logging company estimated the average yield per tree in board feet lumber measure of white oak at 235, and 24 feet as the average length in feet of that portion of the tree used for lumber, whereas the forestry bureau's estimate on this timber is 560 feet average yield, average length of tree used for lumber as 48 feet and average diameter tree outside bark 4.5 feet above ground at 24 inches.

The only other hardwood covered in the table is yellow poplar as to which the same logging establishment estimated 350 feet as the average yield per tree and 50 feet as the average length used for lumber, while the forest service estimated 1000 feet and 64 feet as the figures for corresponding items and 30 inches as the diameter of the tree cut for lumber.

These tables give facts about the time and pay and productivity of employees of the several classes of employees in each establishment in the various classes of work like scaling, felling and log making, skidding, yarding and loading, transportation and unloading, maintenance of transportation, sawmills and their different operations, refuse disposal, machine attention, repairs, etc., sorting, yarding green lumber, log pond or yard, sawmill deck, edging, band and gang saws, trimming, night watch and fire protection, power and oiling, cleanup and miscellaneous work.

Information on these points is given under headings like total one-man hours, total wages, total output, output per one-man hour, wage cost per one-man hour, cost per 1000 feet in one-man hours and in wages, etc.

Late Wires from Washington

of them are from the Pacific coast, although practically every state is represented in the regiment, which includes also men from Hawaii, India, army cantonments. The men have been doing the infantry drill, march-

and a half each, besides guard mount, inspections, French lessons, conferences, lectures, study, school for the officers, etc. The day begins with reveille at 6 a. m. and does not close until 10 p. m.

There are only two or three regular army officers in the regiment so far succeeding battalions. The other officers are chiefly sawmill men and logging operators, some of them connected with well known lumber con-

Major E. H. Marks, acting lieutenant colonel; Capt. H. L. Bowlby, regt P. E. Hinkley, regimental supply office.

Medical Detachment—Major W. C. Moore, First Lieutenants R. B. Hill

Dental Department—First Lieutenants R. F. Roudybrush, C. P. Hatrick.

Veterinary Detachment—First Lieut. J. W. Herbett.

Chaplain—First Lieut. C. W. Smith.

First Battalion Headquarters—Major E. E. Bartwick, Capt. L. H. Pill, adjutant; Capt. Harry V. Campbell, engineering officer; First Lieut. L. J.

Company A—Capt. Arthur W. Elam, First Lieutenants Germain P. Wm. A. Clark, Thomas W. Poindexter; Second Lieutenants Arthur N.

Company C—Captain H. W. Beetzkes, First Lieutenants W. J. Wilson, J. Leroy Wood, R. N. Banjamin; Second lieutenants H. T. Hopkins, Hol

Second Battalion Headquarters—Major S. O. Johnson, Capt. F. N. Spencer, adjutant; Capt. Fred W. Herstkotte, engineering officer; First Lieut. R. M. Ethell, supply officer.

W. Pilling, L. R. McCoy; Second Lieut. M. H. Grover.

Frank R. Prince, W. D. Volk; Second Lieut. E. S. Brush.

It's Dry—It's for Immediate Shipment
It's Band Sawn

Quartered White Oak
125000′ 1/4″ Com. & Better
23000′ 3/8″ 1s & 2s
35000′ 3/4″ 1s & 2s
12000′ 3/4″ Selects 6″ & up
15000′ 3/4″ No. 2 Common
23000′ 4/4″ No. 2 Common
25000′ 6/4″ No. 1 Common

Plain White Oak
40000′ 5/8″ 1s & 2s
30000′ 5/8″ No. 1 Common
18000′ 5/8″ No. 2 Common

Quartered Red Oak
41000′ 5/8″ 1s & 2s
30000′ 3/4″ 1s & 2s
21000′ 4/4″ 1s & 2s
17000′ 5/4″ 1s & 2s

Plain Red Oak
10000′ 3/4″ 1s & 2s
16000′ 3/4″ No. 1 Common
25000′ 3/4″ No. 2 Common

Ash
16000′ 5/4″ 1s & 2s
12000′ 6/4″ No. 1 Common
30000′ 8/4″ 1s & 2s
15000′ 10/4″ 1s & 2s, 10 & 11″ wide
12000′ 10/4″ 1s & 2s, 12″ & up wide

Poplar
31000′ 4/4″ Boxboards 13-17
14000′ 4/4″ Boxboards, 9-12
11000′ 4/4″ Clear Strips 2½-5½″

Cypress
90000′ 4/4″ No. 1 Shop
40000′ 4/4″ No. 1 Common
17000′ 5/4″ 1s & 2s
16000′ 8/4″ 1s & 2s
25000′ 8/4″ No. 1 Shop
25000′ 10/4″ 1s & 2s
40000′ 10/4″ No. 1 Shop

Elm
40000′ 4/4″ Log Run
48000′ 12/4″ Log Run

Sap Gum
32000′ 4/4″ Boxboards 9-12″

NICKEY BROTHERS, INC.

Memphis, Tennessee

No White Oak But the True Forked-Leaf Reaches Our Mills

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

An Efficiency Problem

Difficulties Which the Successful Veneer Manufacturer Must Overcome.

THERE IS AN EFFICIENCY problem mixed up with the conditions of temperature and moisture peculiar to the veneer cutting industry Authorities on accident prevention point to the veneer industry as being hazardous. They claim the hazard in the veneer plant is three times as great as that in the average machine shop, and base this claim on the statement that risk companies charge three times the premium for casualty insurance in veneer plants that is charged for the average machine shop.

In a safety appliance supplement of American Industries devoted to accident prevention, the point is made that many accidents in the veneer plant are due to fatigue resulting largely from abnormal conditions of temperature and humidity. It is recommended that veneer manufacturers take some steps to improve and regulate the temperature and humidity—a thing much easier said than done.

If fatigue is a factor in accidents, and the abnormal temperature and moisture conditions around the veneer plant contribute materially to the list of accidents, it naturally follows that all this is a bigger factor yet in the matter of efficiency. No workman is efficient when he is made uncomfortable by his surroundings.

Peculiarities of the veneer plant in this respect are more noticeable in winter than in summer. We have then the extreme of the outside weather as a condition surrounding the getting in of blocks and putting them in vats and taking them out. Then in the cutting room is the moisture incident to cutting the hot boiled blocks, which sometimes make a fog so thick that it is difficult to see through it. It does damage to machinery and makes for discomfort all around. Then further along the veneer goes into the drying room with a high temperature and a variable humidity, and finally into the glue room where, if standard glue is used, there is a high temperature with odor and moisture incident to gluing.

Each department of the veneer plant has its own problems in temperature and humidity. The veneer cutting room is a difficult one to keep warm, and one in which it is almost impossible to preserve normal conditions of moisture. About the best practical combination so far set up is that of a single story cutting room with the roof high up and provided with a Texas, or with sawtooth windows that can be ventilated, and with a dry hot air blast to furnish warmth.

In the drying room the problem is complicated by the fact that most all plans and calculations center on getting efficiency out of the drying process itself rather than out of the men who handle the material. Generally, there is plenty of warmth around the drier and the problem is one of ventilation and temperature. Moreover, since there is no standard or generally used type of enclosure or room for driers, each plant has its own peculiarities, and no general suggestion for improvement would be applicable. One idea to be put forth and worked toward is that of getting as near normal conditions of both temperature and humidity as possible.

The same story, with further complications, is met with in the glue room, with this difference: the glue room is a place calling for thoughtful and efficient work and for that reason it is more important to secure whatever comfort is practicable than in the drying room, where the actual work is merely that of handling the material. Men in the glue room should work in comfort and be relieved from conditions making for unusual fatigue if they are to do good work. It is practically impossible to get ideal conditions in the old glue room, which used standard glue stock, because there must be no drafts and the temperature must be kept reasonably high In many cases, however, the temperature can be reduced to, say, from 70 to 80 degrees. The contention of some that a temperature of 100 to 110 degrees contributes to better work in the glueroom is losing ground. Later experiments have demonstrated that good results can be accomplished at a temperature as low as 70 degrees in winter and there is not much call to go above 90 degrees. So the temperature may be kept within bounds, leaving only the problem of ventilation and eliminating offensive odors.

We are discovering that it is practical to ventilate the glue room without producing a draft. Almost any responsible maker of fans and ventilating apparatus can furnish the veneer man with plans and propositions to ventilate a glue room to supply wholesome air without producing objectionable drafts.

Another thing that is contributing to more comfort in the glue room is the use of vegetable glues, which do not require exacting temperature conditions, nor do they bring with them the offensive odor of the old glues. The veneer manufacturer who tries to be up-to-date can solve most of the problems of the glue room and of other work rooms about the place in the matter of temperature and moisture to obtain comfort and reduce the fatigue of bad surroundings. It is simply a matter of going about it in an earnest analytical way to find the remedy and apply it to these departments.

Veneer and Panel Meeting

The National Veneer and Panel Manufacturers' Association will hold its annual convention at the Auditorium hotel, Chicago, Ill., on Tuesday, December 11. Secretary Howard S. Young has already arranged several interesting features for the program, among which are a talk on "Check ing Ideas of Efficiency," by E. E. Saunders; a talk on [illegible] by M. Brunner, of the Chicago Wheel and Manufacturing Company, and a talk on "Uniform Cost Systems" by W. P. Hunt, secretary of the Machine Cost Information Bureau.

A lunch lunch will probably be served in the meeting room at noon in order to save time, and it is expected that there will be a good attendance. Veneer and panel manufacturers who are not members of the association will be made very welcome.

No use to Shop Around

With present high freight rates and slow movement of local shipments, it is decidedly advantageous to concentrate your buying to make up carload lots. We manufacture in Veneers:

American Walnut
Half Round and Sliced
Figured Red Gum
Quartered White Oak
Sawed and Sliced
Mahogany
Rotary Poplar and Gum

Can supply your entire veneer requirements, shipping in carload, saving time and money.

Special attention is directed to choice line of American Walnut Veneers just cut. Would be pleased to submit full size samples. Prices right.

The Louisville Veneer Mills
Operating Rotary Machines, Saws, Slicers
Louisville Kentucky

Letters from a Panel User

THE DIFFERENT STAINS AND BEST METHODS OF APPLYING THEM

Monroe, Mich., Oct. 31.—In some panel factories little attention is given to what the finished article may look like. Some panel manufacturers (very few in number, though, I am glad to state) pay little or no attention to the proper matching of veneers. Door combinations do not look very badly when the goods are in the white, but after finished, this carelessness may result in the loss of the sale of furniture, pianos, or wherever the panels have been used.

It is time the panel manufacturer co-operated with building contractors requiring his class of goods, and, it will be to every panel maker's interest to get some information on wood finishing. The largest and most progressive manufacturers of panels are doing this and one will find among them men having a broad knowledge of this science; but smaller manufacturers do not seem to appreciate the importance of this information. It is for the benefit of the man who does not know, that I will from time to time prepare letters and convey only such information as will be necessary for the guidance of the panel maker.

Good finishing begins in the panel factories and cabinet rooms. Lumber checks must be filled with glue or the so-called furniture cement (which is nothing more than colored shellac). If panels have been properly made, are of good material, and if the other woodwork has been well selected, as to color, etc., little trouble in finishing will usually be experienced. However, when the veneer man matches a piece of red and a piece of white oak, the reader can very readily imagine the troubles of the finisher to get uniform color throughout the entire piece, be it furniture, pianos, doors, or anything else.

Sunken glue joints constitute an unwelcome trouble which looms up frequently in finished work. We are forever preaching the importance of the glue drying before machining the stock. The only reason for sunken joints is because the stock was machined before the joints had a chance to dry.

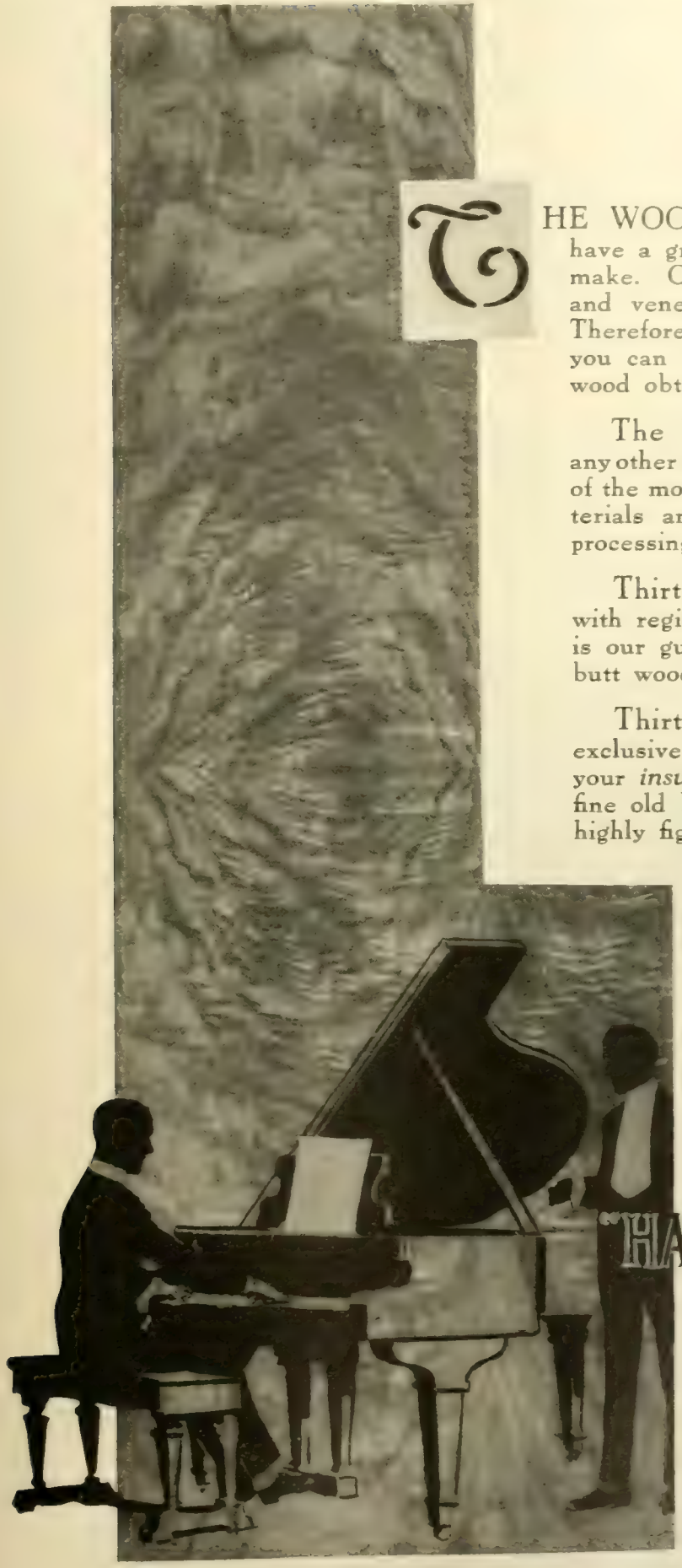
We know that stains are employed for the purpose of changing color. For this purpose we employ either water, oil, or spirit stains. A water stain is usually employed when finishing mahogany, birch, walnut, etc., and oil stains are applied on oaks, especially golden oak. Spirit stains are not very popular for the reason that they will not hold their color so well as oil and water. The essential consideration in a stain is that it must be absolutely soluble, and by soluble we mean that the color-giving product is completely visible in a liquid that gives up its physical form to become a part and portion of the liquid in which it is to be dissolved.

Stain should always be a clear solution, and if this is not the case, it may be due to impurity of the material or because it was not properly dissolved. Water stains are usually made by putting into solution color-giving products with the design of having this color permanent and uniform.

The following essential properties are inherent in a good stain: First, the material must be in a state of solution, that is, free from suspended or partially suspended matter. Secondly, the stain should contain little or no colloidal or jelly-like substance, more particularly of the character of glue, size, gum, starch, etc. Thirdly, the stain may or may not undergo any change after application, but if a change be intended, it should take place at the time or immediately after being applied, but such change must be final.

It is true that the prices of stain materials are going higher, and as a result the cost of production is being affected. We are compelled to "pay the fiddler." Many are partly offsetting this enormous advance by improved methods, thereby saving considerable labor. The two best labor saving methods known are spraying the stock or dipping. Nearly every woodworking plant today has spraying machines.

The dipping method is very economical as far as labor is concerned, but there is difficulty in keeping the stain of uniform



THE WOODS you use in your pianos have a great deal to do with the sales you make. Other things being equal, the finish and veneer are the determining factors. Therefore, for your high priced instruments, you can afford nothing but the very best wood obtainable.

The best in walnut veneers, as in any other manufactured products, is the result of the most experienced selection of raw materials and the most intelligent care in processing.

Thirty-six years of constant contact with regions where the finest walnut grows is our guarantee to you of the best piano butt wood obtainable anywhere.

Thirty-six years of careful study of exclusive walnut manufacturing problems is your *insurance* that you will get from our fine old butt wood the last square inch of highly figured quality.

HARTZELL'S walnut is "Honor" walnut but it is attractive from the standpoint of price also.

"HARTZELL'S CHOICE WALNUT"

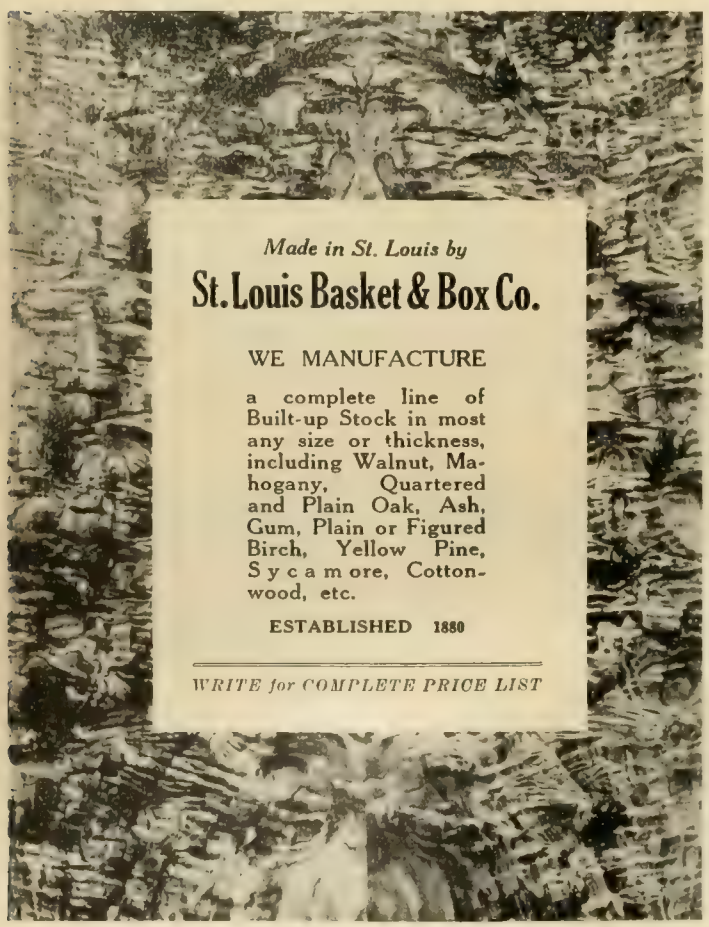
—is made for you and to fit your needs by

GEO. W. HARTZELL
PIQUA, OHIO

PERKINS
GLUE
COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS
PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA



strength. Another peculiarity of these stains is that on hardwood the color will exhaust proportionately quicker than on soft wood. Unless care is exercised in applying the dipping method, and the stain is wiped when on the running board, unsightly runs will be in evidence.

Of course, many manufacturers do not like to use water stains, for they will raise the grain and cause the wood to swell; nevertheless, we can not get away from the fact that the water stain is by far the most transparent and gives best results. Spirit stains will raise the grain but will not affect the glue or veneers. For this reason they are used to a limited extent, but they are open to the objection that most of them lack permanence and may fade.

Oil stains, soluble in turpentine, naphtha, benzole, and other oil solvents, do not raise the grain and will not soften the glue nor cause the wood to swell. An objection, however, is that some of the oil stain may fade.

There are many wrangles between the finishing room and veneering department. Some panel manufacturers have argued that if the veneer could be stained before being applied, this would eliminate blisters and other troubles, but I want to say frankly that this impression is wrong. How can one keep the veneer perfectly clean in veneering? There is more or less glue that oozes out of the pores of thin veneers, and if stained before veneering this blotches the work terribly, or, if these blotches and glue spots are removed in sanding, you may have uneven color. There is nothing to be gained by this method and I would suggest to the manufacturer having this in mind to forget it. If a good quality of glue has been used, the stock thoroughly dried before veneering and the men doing this work understand their business and lay the veneer properly, no trouble will be experienced and the work will stand up.

Absolute uniform results cannot be produced except under uniform conditions. The finisher must make his stains uniform. He cannot change his stains to suit every Tom, Dick and Harry, and even if he could, it would be unsatisfactory to do so.

A. T. DEINZER.

Five-Ply Millwork

Practices followed by the best planing mills and door factories of the country indicate that much of the veneered millwork of the future is to be in five-ply. Work of that kind is very conspicuous in paneling for show windows, and the results obtained are so satisfactory that one may almost read the signs as pointing surely to five-ply paneling as a standard for nearly all interior work. The five-ply panel is the best in door work where large panels are used.

The planing mill industry has come to this conclusion somewhat reluctantly. For the smaller panels, the typical five and six cross panel door, three-ply, does very well, and even two-ply can be made to serve, but when making up single panel and two-panel doors, experiences have taught that five-ply is the only safe proposition.

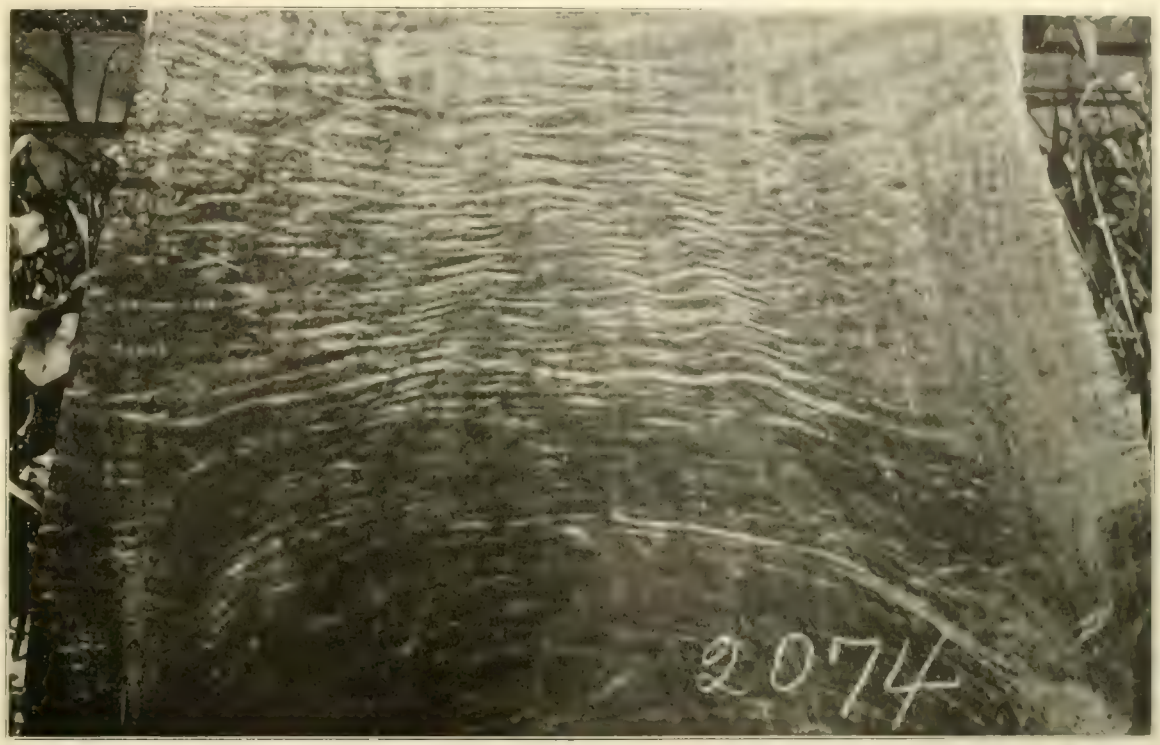
Many planing mill men have in the past made up three-ply panels of this type, facing them with thin veneer, only to find they had poor work on their hands. There has been so much of this that the experienced members of the planing mill trade have come to realize that the five-ply is the only thing for a big panel. The panel is a good one even when all the veneer used is comparatively thick; and when using thin face veneer, five-ply is imperative, for there must be a cross banding under the face veneer.

The three-ply panel is something of the standard in the furniture industry, but there is a noticeable tendency to a five-ply where the heavier and finer work is involved. In the planing mill and door business, however, the three-ply idea does not hold a very conspicuous place. It will serve for the smaller panels which are firmly held in the frame. However, it has here the question of competition with two-ply, for often two-ply will serve as well as three in the smaller panels made from native wood in thick veneer.

American Walnut Veneer

A Sample Which Shows the Class of Veneer We Handle

Our Efforts Are Centered in Obtaining the Highest Grade of Figured Walnut for Veneer Cutting.



Our customers' often repeated orders prevent us from keeping a large stock on hand, but as we are continually selecting our stock from the large quantity of logs we handle, we always have a nice line of the highest grade to select from.

Our reputation is based on "Quality, not Quantity," in our veneer business

PICKREL WALNUT COMPANY

ST. LOUIS, MISSOURI

Freight Rates on Veneer

Examiner Esch Discusses Thickness, Weight, and Value

IN a plan for the reclassification of lumber for rate purposes, Examiner Fred Esch has supplied the Interstate Commerce Commission with data of much value bearing on the question whether transportation charges on veneer should consider thickness and value, or only weight and cubical contents. He introduces his discussion by asking if a line of demarcation should be drawn between different thicknesses of veneer, and a summary of his argument follows:

It is strongly contended on behalf of manufacturers of veneer that there is no justification for charging higher rates for the transportation of veneer under one-eighth inch or one-sixteenth inch in thickness, as the case may be, than for veneer of greater thickness.

The only distinguishing characteristic which the carriers advance in justification of different rates on veneer of different thickness is value. They contend that the thinner veneers are more valuable than the thicker veneers, and by the shippers the reverse is claimed to be the fact. Considerable confusion in the record as to the value of different thicknesses of veneer arises from the fact that both the shippers and the carriers have argued from the standpoint of the value per 1,000 feet surface measure, which is generally accepted as the unit of sale. Obviously, however, since freight rates are based upon the weight of the articles transported, the proper comparison to make in determining the effect which value should have on freight rates is in terms of value per ton.

The following statement of the low and high value per ton of different thicknesses of veneer manufactured from several species of wood is contained in the answer of the Southeastern Veneer Association and the Southern Furniture Manufacturers' Association to the Commission's interrogatories of August 2, 1915:

VALUE PER 1,000 FEET AND PER TON.

Kind of Lumber—	Value per 1,000 feet		Value per ton	
	Low	High	Low	High
1/4-inch poplar	$6.49	$13.00	$18.50	$37.10
3/16-inch poplar	5.55	11.00	22.40	41.80
1/8-inch poplar	4.50	8.25	25.32	46.20
1/16-inch poplar	3.76	5.50	38.70	56.72
1/20-inch poplar	3.16	4.00	39.50	50.00
1/24-inch poplar	2.75	3.25	39.10	46.10
1/28-inch poplar	2.65	3.10	44.20	51.66
1/30-inch poplar	2.78	3.00	48.35	52.20
1/4-inch gum	5.50	11.10	13.75	27.75
3/16-inch gum	4.72	9.35	15.73	31.13
1/8-inch gum	3.90	7.00	20.80	37.30
1/16-inch gum	3.25	4.70	29.25	42.15
1/20-inch gum	2.70	3.40	29.30	37.00
1/4-inch oak	8.00	22.00	14.55	40.00
1/8-inch oak	6.00	20.00	20.16	72.00
1/16-inch oak	3.50	11.50	26.50	86.75
1/20-inch oak	2.50	8.00	25.00	80.00

The above outlined materials seldom move in straight carloads, but the different thicknesses are usually shipped in mixed carloads. It is estimated that the average value of actual shipments per ton are as follows:

Lumber—
Low $35.00
High 55.00

Carriers refer to this statement in support of their contentions. It will be observed that the low and high values per ton of the thinner cuts is generally somewhat greater than of the thicker cuts of veneer. The difference, however, is not great enough to justify a difference in rates, especially in view of the fact indicated in the statement and frequently reiterated upon the hearing that the different thicknesses seldom move in straight carloads but are usually shipped in mixed carloads. Furthermore, the statement does not show weighted average values and it may be that the average value per ton of the annual production of thinner cuts is approximately the same, barring veneer made from woods of value, as the average value of the thicker cuts of veneer. Other statistics as to values contained in the record would tend to indicate this to be the case.

It will be observed that the range of value per ton is as great per ton for cuts over as for cuts under one-eighth inch thick. Veneer from different species of wood and of different thicknesses frequently moves in mixed carloads.

LINE SUGGESTED AT ONE-FOURTH INCH

On behalf of carriers it is argued that the only force which a showing of equal value for the thicker and the thinner cuts of veneer can have is to prove that the line should be drawn at one-fourth inch rather than one-eighth or one-sixteenth inch as at present. It is contended that by comparison with the average values of lumber, there

The Dean-Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

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LUMBER

22nd St. and So. Crawford Ave.

CHICAGO

Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS, WISCONSIN

can be no question that veneer should take higher rates than lumber. It has, however, already been indicated that this comparison is not sufficient, but that a comparison should also be made with the entire range of values of lumber and other articles which carriers accord the base or lumber rates. Upon this point the brief filed on behalf of the Central Wisconsin Traffic Bureau contains the following:

It is admitted that the average value of thin lumber is greater than the average value of rough lumber, yet it must be borne in mind that the term "lumber" as used by the carriers includes a long list of articles, many of which are as valuable, and some more so, than thin lumber. It is further true that a great deal of thin lumber, or so-called veneer, is one of the least valuable articles in the lumber list, used where it will not show, and thereby enabling the further utilization of the forest.

There are a good many articles in the lumber list that could be taken out, and, when compared with the average of what was left, that would make about the same showing as that of thin lumber.

"EASIMOOV"

The Veneer Tape that is "Up to the Second" can be removed instantly after having served its purpose, without being sanded. Saves time and expense.

Write for sample coils

IDEAL COATED PAPER CO.
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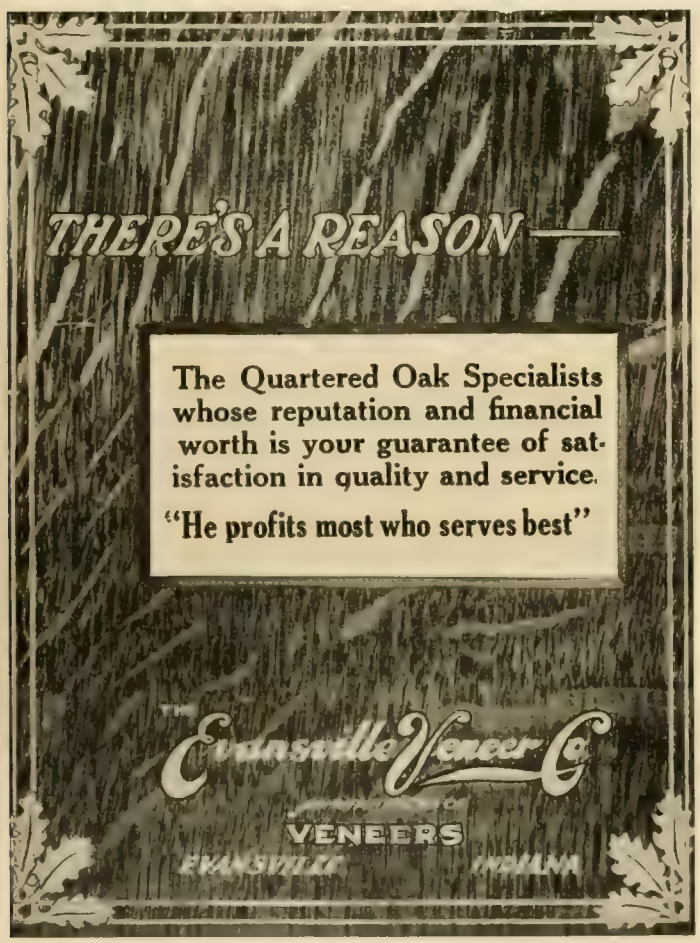

The suggestion is made by manufacturers of veneer that it would be proper to charge higher rates for transporting veneer manufactured from figured woods, such as quarter-sawed oak, bird's-eye maple, etc., and from woods of value than are charged for transporting veneer made from ordinary woods. It is claimed that such a classification would segregate the highest valued veneers from the less valuable. This suggestion has been adopted in the proposed lumber list, where veneer made from figured woods and woods of value is accorded lumber rates plus 15 per cent, the same relation that is prescribed between ordinary lumber and lumber manufactured from woods of value.

JUSTICE OF RATES DISCUSSED

It is generally accepted by shippers that built-up wood should be rated somewhat higher than lumber and veneer. The relationship prescribed of lumber rates plus 10 per cent is in harmony with the facts disclosed as to comparative values and car loading. This percentage is also fair when compared with the prescribed relationship of lumber made from woods of value to ordinary lumber of lumber rates plus 15 per cent, which is the relationship suggested by carriers upon the hearing, and when compared with the relationship almost universally followed in tariffs at present in effect of lumber rates plus 3 cents. A large part of the production of built-up wood does not come into competition with lumber made from woods of value, but the better grades of built-up wood do, and to accord them a higher basis than lumber made of woods of value would obviously be unfair. When woods of value enter into the construction of built-up wood a rate relationship identical with that provided for lumber made from such wood is proper and is herein prescribed.

It must be admitted that to accord veneer lumber rates and built-up wood lumber rates plus 10 and plus 15 per cent will occasion reductions in a large number of rates, and while that is a matter which should by no means hinder a correct reflection of classification elements in the rate relationships established, it should nevertheless be considered. A material loss in revenues on veneer without compensating increases on other articles might justify a change in the base rates. Of course as to veneer such reductions will be confined to veneer under one-eighth or one-sixteenth inch in thickness, as the case may be. To just what extent such reductions will affect revenues it is hard to estimate. Undoubtedly many of the rates in which large reductions will occur do not at present move any of the traffic. Generally where there is a considerable movement the rates have been brought down somewhere near the level of the lumber rates, although in many cases they are still appreciably higher.

Mr. Esch quotes numerous rates on veneer from different parts of the country, showing that rates are not proportionately the same in different regions, but those from the southwestern region are lower than from the southeast, and adds: "The practice of carriers in the southwest should be considered as having some bearing upon what are reasonable rates upon these commodities and upon the reasonableness of the proposed rate relationship to lumber rates."

Nearly eight times as much veneer is made by the rotary process as by slicing and sawing. More than half of the sawed and sliced veneer is white oak, and the second largest production is from mahogany. Not quite half of the mahogany veneer is made by sawing and slicing, and about two-thirds of the white oak.

(Continued from page 23)

Third Battalion, Headquarters—Major R. L. Wade, Capt. E. H. Sargent, adjutant; Capt. O. H. Todd, [illegible] adjutant; Capt. W. H. Lee, [illegible] supply officer; First Lieut. A. H. Dixon, engineer officer.

Company A—Capt. [illegible]; First Lieutenants W. G. Conkin, C. C. Kelly, C. M. Jenkins; Second Lieut. F. E. Birmingham.

Company B—Capt. E. P. Dudley, First Lieutenants G. C. Eastman, L. W. [illegible], M. Van Meter; Second Lieut. C. B. Bradley.

Company C—Capt. S. C. Phipps, First Lieutenants C. C. Abbott, H. H. Miller, T. B. Judge; Second Lieut. C. J. Davis, Second Lieut. A. L. Hyde.

Horace Taylor of Taylor & Crate, Buffalo, N. Y., has been selected to act as one of the advisors of R. H. Downman, who under the scheme of reorganization of the Council of National Defense becomes lumber purchasing commissioner for the United States and the allied governments connected with the war industries board. Mr. Taylor is expected to see that the hardwood lumbermen get a square deal, while protecting the interests of the nations allied against Germany.

Mr. Taylor has been in Washington the past few days conferring with members of the old lumber committee and looking over the situation. He has now gone home to arrange his affairs so as to permit of service for an indefinite length of time in the war game. As member of one of the old hardwood firms of the country, which is both a manufacturer of lumber and a dealer, it is hoped that Mr. Taylor will be satisfactory to the hardwood interests generally.

With the passing of the lumber committee naturally W. E. Delaney of Lexington, Ky., and W. M. Ritter of Columbus, O., two hardwood members of the old committee, cease their connection with it, as do W. R. Brown of New Hampshire, George Long and J. T. Gregory of Tacoma, Wash.

The fir interests of the west coast, it is understood, would like representation in Mr. Downman's advisory board. It is possible that it may be enlarged.

Officers connected with the aircraft board state that while spruce and fir are the only airplane lumber now being bought directly by the government, there will be no hesitation about the War Department buying direct and commandeering, if necessary, ash and other hardwood airplane stock, especially if prices get too high, in the judgment of the government. Army airplane and motor truck contractors are buying the hardwood lumber they need.

The navy, however, has bought some ash for airplane manufacture at the naval airplane factory, Philadelphia navy yard.

George E. Lippincott, member of the Philadelphia lumber firm bearing his name, is working under the signal corps of the army in connection with the purchase of aircraft lumber.

Another lumberman who has gotten into the war game is H. L. Tucker of the Tucker Woodworking Company, Sidney, O., who is in Washington talking with War Department officers and lumbermen busy on government work, preparatory to sailing for France. Bearing a commission from the president, Mr. Tucker, it is reported, will be placed in charge of a big government military establishment including lumber yards, woodworking plant, dry kilns, etc., which will be engaged in producing, manufacturing and preparing material for maintaining and repairing military equipment like wagons, ambulances, motor cars, artillery wheels, airplanes, etc.

Lumber experts connected with the shipping board have been busy the last few days revising the specifications for yellow pine ships so as to specify in the schedule the exact number of pieces of lumber required of each size together with a detail description of dimensions, etc. This will make matters easier for shipbuilders and mills, it is said, as the specifications in Schedule 18 grouped certain timbers under items which permitted a considerable range of sizes.

The new embargo order of the shipping board is being sent to mills cutting over 5,000 feet of lumber per day. Many small mills, it is said, can cut ship timbers a piece or two at a time, but the aggregate production of this class of stuff by these mills would be very great.

In the conscription of industries the automobile industry will be among the first to be commandeered in part for the manufacture of airplanes, it is understood. The demand from these establishments for lumber for auto wheels and bodies will in part be changed into a demand for airplane stock, it is believed.

Wooden theatres, called "Liberty Theatres" being built by the government at the several army cantonments will be placed on a big vaudeville circuit, so that the boys in training can be amused.

The Forest Service would like to expand its laboratory work on account of the demand for scientific information for war purposes, but it is understood that the estimates for appropriations by the coming session of Congress do not call for the increased funds necessary. Certain branches of the bureau's work is on the decline as to quantity, but not the war work.

United States Forester Graves has been commissioned lieutenant colonel and it is reported will take active charge of the work of the first American forestry regiment in France under the regular army colonel.

[illegible] by the Navy Department bureau of supplies and accounts for the manufacture of navy yard mess tables, ladders for ships' sides, boat hook handles and other purposes.

"Cabinet makers and boat makers are needed for wood work about the fuselage of airplanes," says a statement by the aviation branch of the army signal corps. These mechanics and many other classes of workmen will be sent to France to maintain the American army flying service.

"Dusty" Rhoads (more properly C. D.) of Hallowell & Souder, Philadelphia, who is in Washington talking about lumber markets and government policies, says that eastern lumber wholesalers have difficulty getting stock, owing to the shortage of freight cars, railroad embargoes, the government's right of way in transportation matters, the commandeering of lumber for government purposes, the priority of war orders and contracts, etc.

Reorganize Southern Hardwood Emergency Bureau

[illegible] Record has received the following [illegible] from Washington covering [illegible] happenings having a bearing on [illegible]

After conferences of the Southern Hardwood [illegible] Committee here during the past day or two the following statement was issued this afternoon:

The committee of management of the Southern Hardwood Emergency Bureau has been enlarged from six to twelve members. The following appointments have been made:

W. A. Ransom Memphis, of the Gayoso Lumber Co., which operates in Mississippi.

W. E. Delaney, Lexington, Ky., of the Kentucky Lumber Co., operating in Kentucky, Alabama and Mississippi.

The other appointments will be announced later.

Mr. Delaney who was one of the field members, representing hardwood, on the now dissolved lumber committee, will take an active part in the work of the reorganized bureau. He will spend most of his time here in directing the work. The fact that the lumber committee no longer exists enables him to devote his attention to the work of the bureau and he will become administrating influence in its Washington office.

After thoroughly canvassing the available men, the committee has decided to request the Gum Lumber Manufacturers' Association to relieve J. M. Pritchard, its secretary, from his present duties and lend him to serve the country in this emergency. It is proposed to make him manager of the bureau.

This position requires a thorough knowledge of the intricacies of the hardwood industry with reference to the adaptation of hardwood materials for the special uses of the government. It is thought by the committee that there is no one better qualified for this important work than Mr. Pritchard.

Gum possibilities for box materials and other government needs brought Mr. Pritchard to Washington a few days ago. Tom Fry of St. Louis has also been here on this matter.

E. E. Meyers is going West to do special work for the Hardwood Manufacturers' Association.

Lumbermen say the government specifications for portable buildings for American troops in France will have to be modified because they now contemplate the use of various kinds of hardwood and soft wood lumber in one building although the building panels are to be made at the sawmills.

In the 15 per cent rate increase hearings before Examiner Esch of the Interstate Commerce Commission H. D. McEwen, of Milwaukee, opposed by his testimony the proposed rate increases on woodenware, because he said, they would give eastern managers an advantage.

New Terms of Sale Popular

The directors of the National Lumber Manufacturers' Association at their Chicago meeting on October 10 recommended the following terms of sale:

Cash less 1 per cent on net as per invoice, after deducting freight and inspection fees, or sixty days' acceptance, both from date of invoice, to be mailed within fifteen days of the date thereof. If car has not arrived 90 per cent of invoice must be settled for, less estimated freight as above and balance settled net upon arrival of car.

This recommendation carries with it the stipulation that when nine of the eleven affiliated associations making up the national body, have officially adopted it, it shall become the terms of sale under which lumber is sold all over the country. Since that date the West Coast Lumbermen's Association, the Northern Hemlock & Hardwood Manufacturers' Association and (tentatively) the Southern Pine Association have endorsed the resolution. Thus it seems that the long agitated question of proper terms of sale has been solved, or at least is fairly on the road to solution.

Michigan Manufacturers Meet

The annual general meeting of the Michigan Hardwood Manufacturers' Association, held at Hotel Statler, Detroit, Mich., on October 25, was decidedly well attended, and its sessions marked with unusually well sustained interest.

President W. C. Hall occupying the chair opened the meeting with a brief talk.

Secretary Knox then presented his report. He said that present conditions intensified a closer co-operation between business men and the government than ever before was necessary and that lumbermen will be found in the foremost ranks in all lines of government work.

Refering to stock report for October 1, he said this compares favorably with figures of a year ago, with five less members reporting. These five members have cut out since the last report.

The treasurer's report was read by the secretary and showed a cash balance of good proportions in the forest fire fund, although the necessary expense of the past year cut down the balance in the general treasury to a minimum amount.

Mr. Knox suggested full discussion on the question of minimum assessments, as at the last meeting there was some confusion on this score. He also requested that a committee be appointed to attend the war conference of the Michigan business men to be held in Detroit in November. He referred to the proposal for 15% advance in freight rates and told of steps taken by lumbermen to watch the proceedings in this instance.

Chief Fire Warden Morford in his report gave the following tabulation of causes of fires during the past season:

Causes	*Number*	*Per Cent*
Railroads	26	18.7
Settlers	34	24.45
Fishermen	4	2.88
Smokers	6	4.32
Carelessness	7	5.04
Berry pickers	4	2.88
Unknown	58	41.73
	139	

In his report on the work of the Michigan Hardwood Manufacturers' Emergency Bureau, Chairman C. A. Bigelow covered the entire activity of that body. According to the report, members of the Michigan association shipped 1,066 cars containing 23,101,815 feet. This was on direct orders, and in addition on orders placed through the Northern Hemlock Manufacturers' Emergency Bureau, there were shipped 182 cars containing 4,200,000 feet. These shipments were made in sixty days, the total expense being $1,747.76. The agreement with the dealers handling the lumber was that an assessment be levied of net amount of invoice against members shipping on the order, and an additional 7½% per M feet was made to cover the extra expense of distribution. Chairman Abbott of the committee on market conditions presented the following illuminating report:

The market conditions committee held its meeting at the Statler Hotel Detroit today. After careful consideration we find the general condition of our hardwood stocks as shown by October 1 statistics is ideal.

The total stock on hand of 217,758,000 feet is 62,043,000 feet or 22 percent less than October 1, 1916. The unsold stock of 85,385,000 feet is 24,144,000 feet or 22 percent less than October 1, 1916. No. 2 common and better hardwoods show 17,224,000 feet on hand or 21,172,000 feet less than October 1, 1916. We have 14,658,000 feet in No. 2 common and better unsold stock on hand than we had October 1, 1916. Over 10,000,000 feet of this is found in the 4-4 and 5-4 maple and No. 1 and 2 common and No. 2 common and better in 4-4 in other words the flooring stock.

There is no question but that the consumption of flooring has been materially lessened due largely to a falling off in building centers. In fact, construction of large buildings using the better grade of hardwood flooring has been almost nil. This is no doubt due to the war coupled with the excessive cost of labor and other materials entering into building construction of this kind. We look for a revival, however, as there is no limit to the purposes that will be found for flooring, both purposes and for various lines into which it is now drifting.

We have less No. 2 common and better hardwoods in all items excepting [illegible] with a slight increase from last year. No. 1 common hardwoods on hand amount to 62,165 feet or 40,871 feet less than one year ago and stock of No. 3 common amounts to 27,434 feet which is 8,802 feet less than a year ago. During the past twenty months we have produced 47,000,000 feet less hardwoods than we have shipped. As previously stated, our hardwood stock condition is ideal.

The hemlock situation is taking care of itself very nicely, the stock on hand being 104,341,000 feet which is 10,888,000 less than we had on hand October 1, 1916. During the past few weeks trade has been rather quiet and yellow pine has been offered at [illegible] which has had a tendency to hold up hemlock orders. The car supply in the South is commencing to [illegible] quite seriously and also there is a tendency on the part of manufacturers to strengthen yellow pine markets. Generally speaking, yellow pine is not a competitor of hemlock today. Our customers will quote us yellow pine rates, but when it comes to getting the goods they want hemlock if we are in position to make the delivery.

The lath stock of 8,467,000 feet is 68 percent of what it was one year ago.

In reporting for the grading rules committee, Chairman Saunders verbally called attention to the new grade of selects hardwoods and asked members to make actual tests of this grade and report to the market conditions committee. This would enable the committee to make specific recommendations at the coming meeting about thirty days hence.

On motion of C. A. Bigelow an assessment of [illegible] feet, payable in semi-annual installments, was levied. This will raise about $12,000 to take care of the association work for 1917 and 1918. At the same time the minimum fee for membership was placed at $50.

Mr. Bigelow, in talking on government needs, said that lumber so far used in cantonments is small as compared to what will ultimately be used for this purpose. He stated also that the government has accepted birch as a substitute for walnut in gunstocks and that experiments are now being conducted to determine whether or not maple is suited to the same purpose.

As a means of conserving steel and steel products, the National Lumber Manufacturers' Association is endeavoring to determine the actual needs in the lumber trade of wire cable for logging and other purposes. The members were requested to advise the secretary as to their needs so that he in turn be able to report to the National association.

On motion, the secretary was instructed to advise the War Department that members of the association will accept Liberty Bonds in payment for all government orders and that the members are also willing to accept such bonds from individual customers, either in the 3½ or 4% issue, these bonds to be accepted at par and accrued interest.

Following the granting of $100 to cover the expense incident to combatting the proposed 15% rate advance, it was moved that the question of meatless and wheatless days in logging camps be referred to the members for individual action with the recommendation that they adopt such measures.

On motion, $500 was appropriated from the fund of the Forest Fire Protection Association to be invested in Liberty Bonds.

The meeting then adjourned.

The Value of a Smile

A young lumberman who recently passed into the Great Beyond, after a brilliant and successful career, was famous all over the country for his smile. Few of his friends, looking back on their associations with him, will be able to recall his face without the sincere and jovial smile which it usually carried.

He smiled his way into their hearts; he smiled his way through business and personal difficulties, and he won the support and loyal co-operation of his men by smiling.

The driver, who cracks the whip and makes his hirelings jump, may get results; but the smile is equally efficacious.

What They Are Doing Down South

The Southland is a [illegible] South Tennessee is [illegible] cotton. Some of the cotton has been standing in the fields a long time, notwithstanding the fact that long special cotton is selling as high as 36c a pound. When the cotton grower can get $165 for a bale of cotton and the negro can make from $5 to $6 a day picking cotton, you can understand why the saw mills are all running from sixty to eighty per cent of capacity.

The Southland was never so prosperous, and while the cotton crop will probably produce not over twelve million bales, you can readily understand what thirty-cent cotton means when you recollect how jubilant the Southland was when the price came up to 15c after dragging around eight to twelve cents for years.

The cotton grows on the alluvial lands of the Mississippi Valley, and so do the trees which make the thick lumber which is in demand at this time. And believe me, the Southern Alluvial Land Association and Stonebraker are great factors in land valuations. Fifty-five dollars and more has been paid for cut over lands, and even, when in order to put the land in condition for a good crop it takes $25 to $30 an acre to [illegible] fence the land and put up proper buildings, you have $200 land—what's the difference?

Values Will Be Stronger

Lumber valuations are still strong, and a survey of this section will convince anyone that they will be stronger. Thick lumber of all kinds is in unusual demand. The fact is that ash and thick gum make their own price; hickory and elm are showing the stress which indicates further advances in that stock. Several of the reasons for present valuations are summed up in the Government demand for munitions and incidentals to effectively fight the Germans.

England slipped in the other day and bought four million feet of two- to four-inch cypress, any variety, seasoned stock, at a good round price, but after it was all cleaned up, Uncle Sam came along and had to buy green stock at $20 to $30 a thousand more than England was able to buy for because she got in first.

The log conditions are bully. The sunshine part of it is the condition of the order book. There is a feeling among the trade that the abnormal war conditions are going to help lumber rather than hurt it. But labor conditions are bad. Of course during the cotton picking season the labor situation is naturally worse, but every institution has been more or less affected by the enlistment of men, and the dratt will take thousands more of them.

The car supply is only about 30-60 per cent, and from the indications at Washington we will be lucky if it is not 10-20 per cent of our needs. Illustrating what I mean: Before the government got busy at all an operator with a hundred thousand capacity has only been able to get equipment enough in the last year to run fifty per cent. Of course he is on a small road, but it taps with one of the biggest railroads in the South.

The buying trade is appreciating already that when the government gets its grip on the car situation the men in the consuming market of the North who cannot get the aid of the government car service bureau, because they are not making products utilized for war purposes, will be in the middle of a bad fix if they have not assembled in their yard the necessary stock to take care of the operations of their plant.

Government Restrictions Works Hardship

There is no heavy stock anywhere, and if the emergency board at Washington will insist on giving orders to the mills getting out ship timbers, that they cannot ship the siding, it means that Uncle Sam is not going to permit the movement of anything that is not to be utilized in the construction of the boats that have been contracted for. And if somebody cannot pry those boards loose from the obsolete rulings based on precedent and emergency of the occasion, believe me there will not be any saw mills running at all except by the government.

There is no one down here that I have seen that is not patriotic, and but wants to co-operate with the government to the last ditch, and it seems a pity that the government finds it necessary to add a hardship to the mills getting out the special material. Of course Uncle Sam is we all want to help because of the three to five billion feet that will be taken out of the market during the next year.

Speaking of Uncle Sam's requirements and co-operation of the lumbermen, I would like personally to make a little diagram to show to the President, showing how the Lord's own providential actions have made it possible for the present lumber associations to so closely assist the government in the preparations for war. The Southern Pine Association through its emergency bureau, and the individual lumberman have been particularly effective, and perhaps more so than the hardwood operators. Of course there has been the difference of opinion among the hardwood operators which has prevented in the past the greatest association efficiency in the hardwood trade, and it seems it will never be squashed. The selfishness of some of our hardwood fellows has been a responsible factor for many of our troubles.

The Canadian Air-plane Company, owned by our northern neighbors of the Johnny Bull family, through Messrs. McDonnough and Lennox, has been buying all the thick ash they can find in the Mississippi valley. They are willing to pay a good price; in fact, neither grade nor price cuts much figure providing they can get straight grained stock that has the texture and strength to hold together the war birds of the air, and that will withstand the jolts of land and sky. When you know that their inspection only permits them to take from five to eight per cent of the common and better ash you can readily see that 100,000 feet of tough stringy boards necessitates the handling of two million feet of lumber, and requires going through enough lumber piles to make a city.

The motor truck pepole have been scouting around also buying ash; even the great Packard family has been looking for four-inch thick stock, and there has been considerable demand for white oak paddles of thick material, as well as paddle stock of walnut and mahogany.

I am reliably informed that the government recently commissioned a man to go to the coast to get out one hundred million feet of logs in spruce for air-plane material, which suggests that even a greater amount of ash and air-plane stock will be necessary in hardwoods.

The interior finish people are not buying hardwoods as might be expected, and the recent embargo on cars for delivery of furniture, pleasure automobiles, etc., is not helping the trade any. And yet practically every aggressive concern that makes hardwoods in the Mississippi valley is busy. They have no particular surplus stock with the possible exception of box material in gum, which has been a little quiet recently, probably due to the fact that the box factories bought earlier than they generally do because October and November are generally the biggest months in the box consumption, and the factories everywhere are mighty busy.

[illegible] Logging

Logging conditions are very good, with the exception that a full crew in the woods is a thing not to be thought of. "They ain't no sich animul," and while there is a lot of logs on the right of way of the lines that feed Memphis with timber—probably 30,000,000 feet between Vicksburg and Memphis, and every incoming train brings a bunch of logs—Uncle John Dixon's Mississippi Valley Log Loading Company has been working overtime, and the mills have not been able to run full time because of lack of regular supply. Of course a lot of the mills have been running two shifts, making all the lumber they can to get it in the piles, but when you get to mixing up with the boss of the mill you find that the yard that has an abnormal stock in it has orders for two-thirds of that stock. The facts are that prosperity in Memphis and the Mississippi Valley never was so great, the subscription to the last Liberty loan of over $83 per capita being the greatest in the United States, even overtopping Chicago, which I believe had the next largest average subscription.

The scarcity of men in the sawmill is just as apparent as in the logging camp. I was at Helena the other day and in visiting five mills one day I found the crews were all short from ten to seventy-five men, and with Saturday a half-holiday it is a sure thing to be

duplicated, making a full day off, and this disease affects about fifty per cent of the niggers in this section.

Should Keep Separate Costs on Specials

The special specifications seem to be more unusual at this time due to the demand for air-plane stock, ship timbers, etc., and it has brought to the attention of the management more vigorously the necessity for running a special cost ticket in making particular stock of this character. In the first place, these requirements call for unusual sizes, or particular stock, that is not included in any inspection. Very often it is necessary to select one tree out of five thousand, and often practically requiring special service. It is like sending a doctor from Memphis to St. Paul to cut a man's leg off, hiring a special train to deliver him there ahead of the regular. In other words, the increased cost of getting out this special material is so apparent that no average cost can be considered as a basis for a charge.

That reminds me that there are a lot of people criticising the activities of the lumber men at home and at Washington who are there in a patriotic spirit. But believe me if those criticising critters were to turn the glass on themselves they would probably have more reason to criticise themselves than the patriots. I haven't seen any indication among any of the boys right next to the War Department or in their own home town, that they do not want to do everything possible to win this war, and I am glad to say that most of them begin to realize that it is no Saturday afternoon job. It is a long and serious responsibility, and as our government is made up of the people, the burden must be shared by each one of us. But that need not prevent our getting a profit on any business we ship to Uncle Sam. On the present tax basis, none of us is making any money on business done and turned over to Uncle Sam, and every man I have seen does so gladly, but you cannot work both ends against the middle. You cannot lose money on business you are shipping, and pay taxes on surplus profits at the same time. You must realize, however, that if our government is going to spend fifteen billion dollars a year, the present government tax on railroad mileage, theatre tickets, etc., is only a drop in the bucket compared to what it will be necessary for us to raise in revenues to keep Uncle Sam in cash to meet any contingency.

Regarding the Eight Hour Day

Then we are confronted with the eight-hour day. Several of the Southern states are going to insist on it practically. It may be that our economic conditions will enable us to work this out properly, but it is none the less difficult, and labor is scarce to meet those conditions. Most business men are paying about forty per cent for lack of efficiency now, and to maintain ten-hour wages for an eight-hour day just adds to the cost figure again. With the nigger labor in the South it isn't the long day that worries them; it is the desire to get the extra pay, and most every one feels the necessity of paying it because of the high cost of living, but to put into force an eight-hour day even under normal conditions severely tests the cost figures and makes it necessary to know actually what everything costs, whether it is a specialty or the regular manipulation of stock.

It has got to be customary these days for institutions to hire an expert to check up their methods of doing business and to find the imperfections in their bookkeeping systems, and I know some operators that are handling their office and cost work at a reduced cost per annum because of the diagnosing of their methods by an expert. Although, when you hire a cost doctor, do not expect him to reorganize your whole bookkeeping system. The probabilities are that he will not be able to do so. You better use the best part of your system and the most modern part of the other fellow's to make it absolutely up to date.

Timber Investments and Stumpage Values

There is still uncertainty in the minds of some operators now days as to whether it pays to invest three or four hundred thousand dollars in stumpage at the present valuation. Of course, the man who bought timber a long time ago bought good timber and had the result to guide him, but it has turned out more than once, and particularly so recently, that purchases made on the highest valuations were about the best investment a man had. The fact is that the present prices and the overrun pays a pretty high stumpage value. Timber that was originally purchased with a large selection to choose from made the investment originally as well as at the present time, a basis that is not easy to duplicate. Good hardwood timber is always worth while, and unless a man does not know anything about his business and buys some other material than he is supposed to buy, he has not much chance to lose on timber investments. It is true that in purchasing timber the carrying charges now days are different from what they were in the old times when they were a third of the present cost, and it was not necessary to develop timber investments so quickly.

Oak Looks Good

It looks like oak was coming back to its own. One of the prettiest panels I have ever seen in my life is being utilized in Memphis, both in home and office, quarter sawed and plain oak. The man who is building his home today can use oak to good advantage in his living room and hall, or his dining room, because of the beauty and adaptability of oak. If it was a good thing to do thirty years ago, it is a good thing today, and if you don't believe it I can prove it to you. I recently visited a dining room which was not only finished in oak, but the furniture was in like material, and in speaking to the fellow who lived there and who built the house, he said, "Of all the woods, and I have eight of them in my house, I am of opinion that oak has no superior," and he did not even use quarter-sawed—just the plain sawed stock in good figured logs.

What the Boys Are Doing

Geo. Kerns of Chicago spent a few days at Memphis and Mounds last week. He reports quite a good demand for all kinds of hard wood.

Sam E. Barr of New York blew into Memphis, spent a few days in New Orleans, Louisville and other points last week. He says the trade ought to take advantage of the present weather and what cars they can get, to prepare for the times when the embargoes will practically shut off the supply from the timber sections. He has great confidence in the utilization of hardwoods during the early spring, and believes that the Government will be pretty near operating the railroads at that time, and also that there will be a scarcity of labor, and bad delays occasioned by winter conditions.

A local manager said to me the other day, "What is the use of taking an order when you cannot fill it, and do not intend to fill it as offered?" This only means a bunch of trouble nine times out of ten, and it is not the style now days to take orders with the full knowledge that they will not be filled according to the terms of sale. In other words, the present conditions in the trade do not warrant mixed grades. Notwithstanding that fact, there is more need for the lumbermen getting closer up to the consumer and helping him work out his problems in utilizing lumber at the present prices.

F. E. Gary of the Crenshaw-Gary Lumber Company was at his desk the other morning, and the mail man placed in his hand a number of checks. He remarked that there never was a time in the trade when he found collections so satisfactory as now. For shipments in September the company collected more money than the invoices sent out, indicating that not only the consumer, but the handlers of hardwood were taking advantage of every discount.

Uncle Moses Katz of Wausau, Wis., migrated with the birds to the Southland, when the snow flurries started in Wisconsin several weeks ago. He is now visiting at Memphis where he is counselor and friend to his nephew, Sam Katz, and Joe Thompson, who operate the Riel-Kadel Lumber Company, dealing in ash.

C. B. Dudley of the Dudley Lumber Company, has had his hands full lately. His order book is full, and his yards at both Memphis and New Orleans are pretty busy loading and unloading cars. He seems to be busy not only in the airplane business, but his other ash customers are pushing him right along to get ash into their warehouses. Dudley has great faith in the continued increasing demand as well as the advancing price of their ash. He spent several days this month at New Orleans where he has probably three million feet of ash on sticks.

John Utley of the Utley-Holloway Company of Chicago has been in the South most of the time for the past two or three weeks. Their new mill in Mississippi will be in operation shortly, and they are making every effort to get every shipment forward possible. Mr. Utley reports a good volume of business.

Lawrence Ford of Goodlander-Robertson Company of Memphis, and a number of the lumber jacks were down at Vicksburg recently, and report buyers from all sections are spending the bright November days in the lumber yards buying not only new stock, but trying to get as much of their present orders on schedule filled and delivered to their customers North.

Mr. Ford as well as a number of the lumbermen are very busy in Memphis this week at the opening of the new Chickasaw club. They rented an old-time residence on Madison street, and it looks like it is going to be a very homey place. The lumber crowd will be represented on the board of directors by Chas. Ransom, chairman of the entertainment committee; Lawrence Ford, chairman of the house committee, and Pop Dickson, "private" on the directors. The membership is composed of a large number of the lumber trade and there is more enthusiasm over starting the ball rolling than often occurs in the club life of Memphis.

In speaking of clubs it reminds me that the old Tennessee is just as hospitable as ever, and W. H. Russe is still president. I do not know whether this is a life job or not, but it looks that way.

F. H. D.

Hickory at Home and Abroad

Export of Hickory

Hickory may be regarded as the most important item in our timber resources. There is no real substitute for hickory, and there is no commercial hickory growing naturally anywhere else in the world, while there are many uses for which it is essential. For this reason and because of the growing scarcity of this wood, it has long been contended that we should put a check on the export of hickory in log form, and insist upon shipping it out of the country only in the shape of manufactured goods, and at that the trade should get enough for the product to make a good profit. There is very little if any excuse for sacrificing our hickory for nominal returns.

Following a conversation with an important user of hickory in handle work, who has been a persistent advocate of good prices for this product for fifteen or twenty years, the writer was moved to look up some of the export figures and other data on hickory. We had discussed the question of how much hickory is exported in log form, and whether or not it should be so exported. This manufacturer questioned the quantity going abroad, and said that he had upon investigation found considerable going out of a southern port some years ago. He had installed a plant near there to gather up that hickory and manufacture it, thus putting a check on the exports from that particular point.

After tabulating the figures from our commerce reports, the following letter was written to this manufacturer:

Dear Sir: Following my conversation with you yesterday I looked up the figures on the export trade in hickory logs which I find to be as follows:

Hickory Log Exports.

1912	8,476,000 feet
1913	8,957,000 feet
1914	6,368,000 feet
1915	2,306,000 feet
1916	1,986,000 feet
Total in 5 years	28,193,000 feet

The total log exports for last year including hickory, oak, walnut and others was 51,714,000 feet, while the total in 1913, which was the biggest year in our export trade, was 159,930,000 feet.

It may be presumed that after the war, unless some effort is made to check it, there will be a resumption of the big export in logs. We may be sending ten million feet of hickory logs abroad in the year following the declaration of peace unless some plea is made to the government to either check or prohibit the export of such timber in log form.

My contention is, and has been, that we should export hickory only in the manufactured form, so that we may get more value out of it, more employment for our industries and the people employed therein.

The fact that the wood grows nowhere else in the world gives to the hickory manufacturers of this country absolute control of the world's trade in hickory products, provided shipping out in log form is restricted.

We have been told by good authorities that it is the hickory handle that helps carry the American ax and other tools to all the markets of the world. Moreover, it is our hickory which helps make the superiority of harvesting machinery which is called for all over the world. People in other countries may prefer to buy the logs and work them to suit themselves, and naturally it would give them more work, and involve the sending of less money out of their own country to get this material. It was common report that the Krupp gun works were formerly buyers of enormous quantities of hickory, and they wanted to work it up to suit their own notions.

Any man with hickory stumpage or logs feels that he has a perfect right to sell them where they will profit him most. If some export buyer will pay better money and make better terms than the domestic consumers, there is his market, and he would regard it as a hardship to have a check put upon it and be forced to sell in the domestic trade.

It is the duty and should be the mission of hickory manufacturers in this country to make the domestic demand the best market for hickory timber in all forms, so there would be no special inducement to sell logs for export. Perhaps enough effort along this line would result in removing any necessity for legal restrictions on the export of hickory logs.

The supply of hickory coming out of the woods is comparatively small. Lumbermen do not seem to care to get it out, and manufacturers who need it must hire it cut and brought to the factories, at an increase in cost. This increased cost makes the value of hickory products today perhaps twenty per cent higher than they were a year ago, and even at that the margin of profit is comparatively small.

J. Crow Taylor.

Power Trucking Possibilities

Hand trucks play an important part in the veneer industry, and there are some power trucks used for handling logs and blocks. A new question is coming into this matter in the factory, a question of power trucks, where they are adaptable and where they are not practical. In many instances where previously hand trucks were used to convey material about the plant, the electric power truck has now entered to relieve the burden of hand labor.

Nearly every man who has been around a veneer cutting plant for any length of time has seen instance after instance of one, two or three men dropping other work to push a loaded truck from a veneer machine to the drier or to some other point in the factory. Electric power would relieve this man-power, and there is need for something of this kind because of the scarcity of help.

On the other hand, there is a question of whether or not enough is to be gained from the power truck to justify the experiment. In some factories the trucking problem can be relieved by more attention to smooth and clean floors. The moving of an ordinary truckload of dry veneer or panels over such a floor should be done easily by one man, and since only one man is necessary even with an electric power truck there is a question whether any saving would be effected.

At the cutting end it is a little different. Wet veneer is heavy, the problem of trucking cores enters, of transporting logs and blocks from one place to another. Some of this work today is done by overhead trolleys, some by cranes, and some by log hauls. It is very likely that in some instances an improvement could be had by using electric power trucks.

The present purpose is not so much to argue specifically for the power truck around the factory as to bring the subject up for thoughtful attention. Whether or not there are possibilities depends much on local conditions. Each man will have to settle the matter for himself. The important fact is that the electric truck is entering the industries quite extensively to take the place of the hand truck.

Early Sawmill and Its Builder

Readers who care to know something of the history of lumbering have to get back to the beginning. Much has been written of pioneer sawmill men of various regions, and one short chapter seems to have been overlooked. It deals with the central Appalachian region in West Virginia and concerns the building of what was probably the earliest sawmill on the upper tributaries of the Ohio river. It preceded by one year the earliest known mention of a sawmill in the vicinity of Pittsburgh.

The history of that oldest sawmill and its builder was recently investigated by a representative of HARDWOOD RECORD while spending

SAWMILL CRANK 141 YEARS OLD
Unearthed and photographed in Tucker County, West Virginia, by a representative of HARDWOOD RECORD

a few days at St. George, W. Va.; and certain dates and facts were subsequently verified by records in the Pension Office, Washington, D. C., where a sort of biography or autobiography of the builder is on file as a part of his pension record in the Revolutionary War.

The sawmill builder was David Minear, and the Pension Office record says he was born in Bucks county, Pa., in 1755; and his grave stone in an elder thicket near the site of his old mill gives the same place and date for his birth, and 1834 as the date of his death.

When nineteen years of age he explored the wilderness a hundred miles west of the extreme frontier, which was then in the vicinity of Cumberland, Md., and having chosen a site for a settlement in what is now Tucker county, W. Va., where St. George was afterwards built, he led a colony of thirty or forty settlers to the new land two years later, that is, in 1776. The only road was an Indian war trail across the Alleghany Mountains.

Among the articles carried on packhorses over the trail when the colonists journeyed to the west were the irons for a sawmill, consisting of a crank for the waterwheel, an up-and-down saw, dogs and a few bolts. All other parts of the mill were of wood and were made on the site. Arriving on the ground in April, he first built a fort as a refuge against Indians, and then built the mill to provide the settlers with lumber. The stream which furnished the power is called Mill Run to this day. The dam was of oak logs, and part of it stood exactly one hundred years, the last of it going out during a flood in 1876. So well preserved were the logs that the ax marks were plainly seen after a century. The mill race yet remains visible, crossing gardens and yards and passing beneath houses.

No statistics of the quantity of lumber cut by the mill have been preserved; but it must have been small. Soon after the mill was built David Minear's father, brother, and several other settlers were killed by Indians. It may be supposed that the mill was idle during that strenuous period, which extended through the Revolutionary War. David Minear shouldered his rifle in defense of his colony and his country. The Pension records at Washington tell what he did. He fought through five campaigns against the savages, and ranged the forests almost continuously during twenty-seven months, extending his campaigns to Kentucky, Ohio, and Indiana. He was with General Clark, the conqueror of Kaskaskia and Vincennes. He was in an Indian fight at the mouth of Licking River, opposite Cincinnati, and nine of his companions were killed there, but he escaped. Again he fought the Indians, this time fifteen miles from Chillicothe, Ohio, where fifteen men were lost. Minear helped cut down the Indian corn, aggregating 300 acres, the purpose being to destroy their food so that the warriors would be obliged to support their families by hunting and would have less time to attack the settlements.

It is said that the old lumberman and Indian fighter died of starvation. A disease that attacked his face made it impossible for him to eat, and he died at the age of seventy-nine.

Though a producer of lumber, David Minear followed his Pennsylvania training and built a stone residence for himself. He was several years in building it. Either the foundation was insecure or the superstructure was too heavy, and the walls cracked before the death of the builder. He provided in his will that the house should be torn down, when it should be no longer safe as a residence, and the stone be used in building "a high, strong, and durable wall round the plot where my bones shall lie in hope of rising again in the resurrection of the dead."

The wall was never built. The stone house stood the storms of sixty years after its builder had passed on, and was then demolished by a contractor and the stones were used in bridge piers. The plot of ground which contains the grave lies unfenced yet, in the rear of a blacksmith shop, and is an almost impenetrable thicket of elders. It was within a few rods of his mill.

There may be none of the lumber that was sawed in the old mill in existence. An old yellow poplar door, now doing service in a vegetable cellar, is thought to have come down from that period.

"ANN ELIZA" MEMORIAL CHURCH
Perhaps the oldest memorial building west of the Apalachian mountains. Photo made for HARDWOOD RECORD

When the stone house was torn down twenty-five years ago, the last lumber that certainly came from the old mill disappeared. The floors were oak, and all else was yellow poplar, according to the recollections of persons present when the house was torn down.

time such of the irons as were serviceable were carried away and again saw use in a muley sawmill three miles distant. About a quarter of a century ago that mill was abandoned. The represen- rotten timbers, partly covered by driftwood lodged there in times of flood. After a search of an hour and some excavating, the old crank that drove the saw was found. It was carried out and photographed. It is shown in an accompanying cut. Rust has not greatly damaged it during the 141 years of service and abuse since a packhorse carried it over the mountains. Its weight is about seventy-five pounds.

David Minear was not only a lumberman and an Indian fighter, but also a church missionary who worked hard to plant Methodism in the western wilderness. He was ahead of Bishop Asbury in that region, but his work was only local. On one occasion he rode horseback 160 miles through the woods to Winchester, Va., to ask that a preacher be sent "to head off the work of the devil among the frontiersmen." His stone house was the earliest religious meeting house in that region, and occasionally a missionary stopped there to preach while passing through the wilderness. But David Minear wanted a better meeting house, and he built one, and in memory of his little daughter, he called it "Ann Eliza." It may have been the earliest memorial church west of the Appalachian Mountains. The villagers have worshipped in it for more than a hundred years, and today it is served by a Methodist circuit rider, and it is still known by the name its builder gave it. The people there say that the belfry and the weather boarding have been added within the past seventy five years, but otherwise the building is about as its founder left it. Tradition says that Bishop Asbury dedicated the church; but the truth of the tradition is doubtful. Asbury does not mention the church in his diary which records his doings day by day, which is circumstantial evidence that he was never there.

Dimension Stock Drying

A factor of considerable importance in connection with the dimension stock business is that of drying the material. Most of the dimension stock must be thoroughly dry before it is used, and the questions turn upon when and how to dry it.

Much is reduced to its size from green timber and the drying is done afterward. In opposition to this, however, a concern quite prominent in dimension stock business, making a specialty of mahogany, follows the practice of thoroughly drying the lumber and flitches before working them into dimension stock. Ordinarily this would seem like waste of time and dry-kiln space, because it takes longer and requires more room to dry rough lumber than to dry the product after it is refined into dimension.

The arguments put up by these people in support of kiln-drying lumber first was that a wide variety of dimensions was made and that to cut the stock green and then dry it would necessitate drying not only the original dimensions, but other dimensions made from the trimmings from these dimensions and so on. This makes quite a confusing list of articles which would have to be gathered up and dried separately, and it was figured it would simplify the matter considerably to dry the lumber first, then reduce it to dimensions.

It would be hard to apply this idea in getting out oak and hickory dimension stock, especially where the dimensions are larger than could be obtained from ordinary inch boards. In making dimensions from regular lumber stock, say from 4/4 to 6/4 boards, there may be times when it would be best to dry the lumber and then cut it into dimensions. This may apply to maple and gum used in broom handle work, because the trimmings from the dried lumber would be already dry and ready to use for smaller dimensions like chair rungs, rods and small turnings and mouldings. It might apply also in the ash handle trade.

There is room for an interesting investigation along this line not only to determine when it is best to dry the lumber first, and when best to do the drying after the dimension stock is cut, but also to get light upon the best ways and means for handling different sizes and kinds of dimension stock to get it dry or seasoned in the best shape at the lowest cost.

Adding New Languages

One thing this war will do for Americans is to make them feel closer and more neighborly to those of the Continent with whom they are fighting. Our boys will come back from France with a working knowledge of the French vocabulary, just as many of them came back from the Mexican border with some knowledge of Spanish. And this greater familiarity with and interest in other languages is a pretty good entering wedge for enlarged commercial transactions with those using them.

Spanish especially is a mighty good thing to know just now. English is perhaps the most widely spoken language on earth, due to the fact that "the sun never sets on the British Empire"; but Spanish is a good second. A man equipped with a knowledge of English and Spanish could not only travel comfortably, but do business, in most of the countries of the world.

It may be that before long lumbermen with a vision of the future will be having classes in modern languages for their salesmen, putting them in a position to go out "on the road," and to include in "the road" some of the great markets in other lands across the seas. Indeed, something of this sort has already been attempted. For instance, the C. C. Mengel & Bro. Company of Louisville had a class in Spanish several years ago, for the benefit of those who either had correspondence with the Mexican and Central American points where the mahogany company is represented, or with a view to going there.

Knowledge of other languages than English is a real asset for the modern business man, especially in sales work. That it is of practical, commercial value is indicated by the fact that not a few men who understand other languages make a fair income by translating correspondence which business houses have with customers in foreign countries.

Woods and the War

One of the advantages which the lumber industry will reap from the war is a more general knowledge of the availability of certain woods for certain work.

In these days of high pressure operations, when immense quantities of materials must be produced on short notice, it is not always feasible to wait for the wood which has always been used for the purpose. Something else must be adapted to the use, if it is found on investigation that it will serve. And in many instances the something else is located, and tests demonstrate that it will answer the purpose excellently.

The use of oak for aeroplane propellers is a good example of this. Heretofore other materials have been specified, but because a great quantity was needed oak was studied and found to be suitable. Other situations of this kind are arising, and the net result of the war's experience will be a better knowledge and appreciation of the possibilities of wood in its various forms.

It is of course true that in peace times, when purely commercial considerations prevail, the price element is often a controlling factor. That is to say, a wood is selected primarily because it is the cheapest available material suitable for the purpose. Some other wood may be somewhat better, but too high-priced to justify its use under the conditions. But this is not the big consideration in war-times. It is a case of getting the product into use, and of supplying the need in the shortest possible time. The fact that a suitable wood may be a few dollars higher in price than that which has always been used is not likely to prevent its being specified for the work. But while this is so, the actual trial of new woods in work for which other materials have always served cannot but prove suggestive when this experience is applied to the commercial field.

Clubs and Associations

Hoo-Hoo Out of Debt——Will Incorporate

Secretary T. D. Tennant of Hoo-Hoo has addressed to the members the following optimistic letter:

At a meeting of the Supreme Nine of Hoo-Hoo which was held in St. Louis on Oct. 27, it was found that owing to the generous response of members in all sections of the country to the appeal for funds to take care of the balance of the old indebtedness of the order that we are able to make financial arrangements to pay off the entire outstanding debts of Hoo-Hoo in full and give instructions to arrange for the incorporation of the order at once. This means that Hoo-Hoo will be free from all debt and in position to go ahead and carry on its work with renewed strength and vigor.

The supreme nine were greatly pleased with the returns for dues collections during the current year. These were shown to be over one-third greater than for the same period last year and indicates that, in spite of adverse war conditions, the vitality of Hoo-Hoo is stronger and the order is in a very active and flourishing state.

Arrangements were also made at this meeting to perfect an organization that will take charge of the lumbermen's comfort fund. There is a considerable amount of information still to be gathered before the order can announce its final plans regarding this fund, but Secretary-Treasurer Tennant expects to be able to make further announcements within the next day or two.

Memphians Leave for Washington Conference

R. L. Jurden, H. B. Weiss and W. B. Burke, members of the Southern Hardwood Emergency Bureau, left Memphis for Washington on Wednesday in response to a hasty summons from the committee on raw materials of the Council of National Defense. Ralph May of May Brothers, and W. A. Ransom of the Gayoso Lumber Company, who were among the Memphis firms agreeing to furnish units for the wooden ships being constructed by the emergency fleet corporation, accompanied these gentlemen.

No intimation was given as to the reason for the hurry-up call for the members of the emergency bureau. It is generally believed that their advice is sought regarding certain contracts for southern hardwoods to be awarded in the immediate future.

Again Urges That National Association Facilities Be Used by Government

President John M. Woods of the National Hardwood Lumber Association has addressed Secretary of the Navy Daniels again urging that the services and facilities offered by the National be used in facilitating purchases of lumber by the Navy Department. The letter follows:

The National Hardwood Lumber Association, consisting of over 900 firms, representing every large lumber market and hardwood producing section of the nation, is anxious to assist the national government in every possible way. Six weeks ago, it placed unreservedly at the disposal of the purchasing office of the shipping board, its heartiest coöperation and assistance, including the services of our large corps of trained inspectors, which is an absolute guarantee that all purchases of lumber by the government, or otherwise, will get the quality and quantity purchased.

Fully realizing the great responsibilities of your high office and the tremendous demands upon your thought, time and strength, we felt that possibly in the stress of important matters, the offer made by our association had not been called to your attention. Under separate cover please find constitution, by-laws, list of members and book of rules for the measurement and inspection of hardwood lumber.

To Conserve Car Service

The National Wholesale Lumber Dealers' Association through its special railroad conference committee issues as an appeal in behalf of full loading and quick handling of freight cars the following communication from the Government Car Service Commission:

Your letter of the 12th instant, has been received, with reference to the general transportation conditions at present existing and inquiring as to probable future conditions.

The commission begs to reply that the embargoes referred to are the result of general congestion on the lines mentioned, and while conditions may be somewhat improved during the next few weeks, yet it is likely that when cold weather arrives with its consequent slowing-down effect on the railroads, and with probable increased offerings of freight, the congestion may be of serious consequence.

No one can actually forecast the extent to which the facilities of the transportation lines will be overburdened during the coming winter, but it is generally conceded that the increasing demands of the Government will retard the handling of many classes of commercial freight.

Embargoes and preferential orders will of course be based on the relative importance of commodities, and no doubt some classes of freight will be more or less delayed in movement. We cannot hope to eliminate these troubles, but the extent of minimization depends upon efforts of the carriers plus detailed and individual efforts of freight shippers and receivers.

One of the greatest factors in a condition of this kind is the prompt unloading of cars. It would surprise you to know the vast number of loaded cars held in various railroad yards and terminals waiting acceptance and unloading by consignees. Every car so held adds to the drain on facilities of the carriers. This commission, in conjunction with various sub-committees located throughout the country, is exerting every effort to reduce the accumulation of loads held for consignees, and we take this opportunity to ask the active coöperation of your committee of the National Wholesale Lumber Dealers' Association. If you will help us to control these accumulations, the result will be equivalent to an extension in railroad facilities and the benefit will be mutual.

Your expression of the coöperation extended by your association is very greatly appreciated.

The forms referred to are designed to place before the officials of shipping companies constant record of the performance of their own working forces and of those from whom they receive materials or equipment. The forms are now in general use and are proving their value. They can be secured from the Government Car Service Commission.

Memphis Lumbermen Subscribe $530,000

Members of the Lumbermen's Club of Memphis subscribed for $530,000 worth of the bonds of the Second Liberty Loan, according to the report of the special committee appointed at the previous meeting to solicit subscriptions from the lumbermen. It became noised around before the meeting at the Hotel Gayoso, October 29, that the showing would be excellent but the announcement of the actual results of the work of the committee was received with very great enthusiasm. No details were given regarding the amounts subscribed by the various members. James E. Stork, chairman of the committee, contented himself with the simple declaration that the members of the club had "made good" on the resolutions adopted at the previous meeting pledging their enthusiastic and loyal support to the government, to President Wilson and to the soldiers in the army in connection with the subject of helping to provide funds for winning the war.

There was considerable discussion of the question of adopting a uniform plan for dealing with the problem presented by the 3 per cent war tax on freight bills imposed by the government, effective November 1. It was the sense of the meeting, however, that no hard and fast rule could be adopted and that the individual members would have to deal with this subject according to the special conditions surrounding their business. The best suggestion made was that calling for quotations on the basis of "freight allowed," thus throwing the war tax on the consignee. There appears to be no doubt that the lumbermen intend that the receiver shall pay this tax and they are working hard, individually, to work out plans to this end. "Freight allowed" quotations, it was emphasized, would enable those having lumber sold ahead to protect themselves against advances in freight rates after such sales were made.

A letter was read from a well known Baltimore firm suggesting that the club appeal to the secretary of the treasury for the establishment of a federal reserve bond abroad with a view to facilitate the financing of foreign business in lumber as well as other commodities. This communication was, without discussion, referred to the law and insurance committee. The club, it may be stated in passing, however, is keenly interested in every move that will aid in increasing exports of lumber and forest products.

J. E. Dulweber and E. F. Glaser of the Kraetzer-Cured Lumber Company, which recently opened sales offices in Memphis, were elected active members at this meeting.

There were about sixty members present at this meeting and the usual luncheon was served. President Ralph May occupied the chair.

Townshend Encouraged Over Prospects

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, Memphis, accompanied by Edward A. Haid of St. Louis, one of the attorneys of this organization, has returned from Washington where he, Mr. Haid and J. V. Norman, the other attorney, went to hear the testimony introduced by the representatives of the carriers in the 15 per cent rate advance case which came up before the Interstate Commerce Commission Monday morning, November 5.

The representatives of the carriers completed their testimony sooner than expected and the shippers are now introducing their evidence. They will have certain days on which to do so and the lumbermen will present their evidence Tuesday, November 13. Mr. Townshend will then introduce testimony to show that lumber is paying more than other commodities. If it is demonstrated that the carriers need an advance he will urge it for the war period only and on the basis of cents per hundred pounds rather than per cent. Mr. Townshend, Mr. Haid, James E. Stark, president of the association, and other gentlemen held an informal conference at Memphis, November 7, at which it was decided that Mr. Stark should be one of the witnesses before the commission for the association. Other gentlemen will be selected to appear. Mr. Townshend and the two attorneys already mentioned will be there Tuesday.

Mr. Townshend is rather encouraged in the belief that the carriers have failed to introduce evidence showing conclusively that they must have higher revenues. Mr. Haid has completed an analysis of the statements submitted to the commission by representatives of the carriers and he says that these show that these roads are enjoying a ratio of earnings nearly 1 per cent larger than the minimum named by the commission at the previous hearing as the basis for determining whether or not they should be entitled to higher revenues. He also said that the figures presented showed that these roads had enjoyed larger net earnings during 1917 than for any recent years with the single exception of 1916 and 1910.

These facts are regarded as very important by both Mr. Haid and Mr. Townshend for the reason that the association won its previous big victory last summer through its ability to show that the evidence presented by the carriers themselves defeated their contention that they were entitled to higher rates as a basis of greater revenue.

Mr. Townshend says that the association will not oppose an advance in hardwood freight rates if the carriers are able to show that these are absolutely necessary but he declares that it will fight for a much smaller advance than 15 per cent in the event the commission is in favor, when the testimony is all in, of allowing higher rates on the various commodities now on trial.

Appalachian Congress to Be Held This Month

Wednesday, Thursday and Friday, November 21, 22 and 23, have been chosen as the dates for the Appalachian Logging Congress, which will be held at Knoxville, Tenn. John Wiltsius of Knoxville has been appointed secretary and assures everyone that the livest possible program will be presented. Matters directly pertaining to all features of logging in that rough mountain country will be discussed by men who are well able to handle their subjects. They will have interesting and instructive excursions and a first-class social program.

Hoo-Hoo Having Big Time at Chicago

As Hardwood Record goes to press the Hoo-Hoo of the Chicago district is holding a big concatenation at the Lumbermen's Association quarters in the Lumber Exchange building. Twenty to twenty-five kittens are being put through the mill. The services were preceded by a substantial dinner.

A. C. Quixley is now vice-gerent snark for the northern district of Illinois, and he has lined up some active committees who are helping him out in great fashion in the way of getting new initiates. Hoo-Hoo in this part of the country is certainly coming to its own.

Annual Meeting of Louisville Hardwood Club

With an even dozen lumbermen present the Louisville Hardwood Club celebrated its ninth birthday with a big "Turkey Dinner," at the Seelbach hotel, on Tuesday evening, November 6, at which time several important matters came up for discussion, principal of which was a movement to discontinue the weekly meetings, and in the future meet on the first and third Tuesday of each month.

However, to change the meeting night will mean a change in the by-laws, and the motion will have to be held for two weeks, and then voted upon by the association as a whole.

The election of officers brought together the youngest leaders that the club has known, and should instill additional ginger in its operations. These men are: President, A. E. Norman, Jr.; vice-president, Tom Christian; treasurer, Preston Joyes; secretary, R. R. May. Mr. Norman moved up from the vice-presidency, filling the vacancy caused by the death of Smith Milton in October; while Mr. Christian is serving his first term as an officer, he being one of the newer members. Mr. Joyes succeeds C. M. Sears of the Edward L. Davis Lumber Co., who held the position of treasurer since the club was originally started, and who begged off in favor of younger men. Mr. May is serving his second term as secretary, having succeeded G. D. Crain, Jr., more than a year ago.

The new president upon resuming the chair brought up the question of the club's taking up a number of more serious subjects, and outlined a plan of work. Mr. Norman stated that due to the increasing costs of labor very few lumbermen actually knew their costs of production, and that he planned to have several members work out their costs, and deliver talks, backed with figures, showing what the actual production costs were, and have all of the members prepare some data along this line, so that everyone would get an insight into the costs of other lumbers than the ones actually handled by any one individual. Mr. Norman advocated that other matters of the same general nature be brought up and discussed, relative to production and marketing.

It is planned to admit non-resident or associate members.

Traffic conditions and the labor situation were discussed at some length, financial conditions also being brought up in connection with the recent drops on the stock exchanges, and probable reasons therefor. Very few members are getting enough cars at this time, although a few houses are getting more logs than they can handle with the present forces. The car shortage is steadily growing worse, and is expected to set a new record this winter, while the embargo situation is bad for this early season, various embargoes being in effect on southern shipments into the eastern district. In the far South the labor situation is expected to begin showing improvement at once, as the crops are now almost harvested, and this should relieve the situation.

In discussing the lumber market it was shown that the principal demand is for thick stocks, and principally for direct or indirect Government orders, truck, wagon, aeroplane and other manufacturers being good buyers, and at good prices. Oak is in much better demand than for some time, that is in thick stock, thin grades being in light demand, while there is very little flooring business. Ash was reported to be in excellent demand, and also walnut. As Government orders are being given preference over commercial orders by the carriers in furnishing cars, it was shown that Government orders appear to be the very best bet for the next few months' operations.

While a few members displayed a bit of pessimism concerning present business and future conditions, the tone of the club was one of optimism, most of the members believing that this winter would find prices higher and an improvement in the demand from various sources, although there is no getting away from the fact that the labor and traffic situations are the serious factors.

Will Develop Timber Tract

A tract of hardwood timber near Cornellsville, Pa., was recently purchased by F. A. Dowler of Clearfield, Pa., and J. A. Dowler of Buckhannon, W. Va., and the operation will be carried on under the firm name of Dowler Lumber Company. Mr. Dowler will be general manager. The tract contains a large amount of poplar, oak, maple and chestnut.

With the Trade

In Hands of Receivers

Announcement has been made that the C. S. Paine Furniture Company, Grand Rapids, Mich., has been taken over by the Michigan Trust Company, as receiver. The liabilities are estimated at $114,000, with assets to cover them if time is given for conversion. The company is capitalized at $105,000 and employs 50 people.

Lumber Plant Burned

The plant of the Hamount & Hall Company, at Wainville, W. Va., was burned in the latter part of October, the fire originating in the boiler room from accidental causes. Exact figures on loss and insurance have not been learned. About fifty hands were thrown out of employment.

Obituary

George E. Dawes, for many years woods superintendent of the Goodman Lumber Company, Goodman, Wis., died at the M. & M. Hospital in Marinette, Wis., after an illness of two months from sarcoma of the liver. He was fifty-five years old.

Louis A. Rousseau, a well-known lumberman of northern Wisconsin, died at his home in Rib Lake, Wis., aged sixty years. His father operated a sawmill near Stevens Point, Wis., for many years. In recent years Mr. Rousseau represented the Rib Lake Lumber Company as a traveling salesman.

J. D. Leavett, who resigned recently as superintendent of the Gurney Lumber Company, Gurney, Wis., to enter business on his own account, accidentally shot and killed himself while hunting with his son and a party of friends near Gurney on October 24.

Sawmill Machinery Company Building Addition

The Hill-Curtis Company, manufacturer of sawmill machinery, Kalamazoo, Mich., is erecting a substantial addition to its already large factory at that point. The addition will be 120 feet long by 80 feet wide and will be added to the main building which is now 200 feet long by the same width. The extension is being made for the purpose of giving more room to the machine and assembling departments. These departments are very much rushed on account of the acquisition of the Curtis line of sawmill machinery and equipment. The Hill-Curtis Company is now turning out this line in addition to the Hill line formerly manufactured by the W. E. Hill Company, predecessor to the Hill-Curtis Company.

The Hill-Curtis Company has a number of other large buildings, one being a woodworking shop and office; one being used for pattern storage and one for the forge shop. There are, of course, various storage sheds. The new organization is coming along rapidly in sawmill machinery manufacture and marketing.

Unique Exposition at Grand Rapids

Every foot of the 50,000 square feet of floor space on the first floor of the Klingman building, Grand Rapids, Mich., has been contracted for by manufacturers and dealers who will take part in the exposition which will open November 28. It is in behalf of the better homes movement. Robert W. Irwin is chairman, and the others in charge are well known business men who are earnestly promoting the exposition as a means of community betterment.

A leading feature consists of twenty-one dwelling rooms in suites of from five to eight. This interesting and educational work, showing how rooms should be planned and decorated, has been carried out by the designers of furniture and decorators together with the public schools. Something like eight or ten carloads of painting, decorations and artistic goods will be used in this educational work. The designers and decorators have appointed committees to act as guides during this exposition and thus explain the purpose and objects of the better homes movement.

The Grand Rapids Furniture Manufacturers' Association has taken 10,000 square feet of space, to show furniture made in that city. The Association of Retail Furniture dealers will utilize about 3,000 square feet of space with furnished rooms. Builders & Traders Exchange and the Lumber Dealers' Association, together with the Electrical Manufacturers' Association and the Plumbers' Association, have taken about 5,000 square feet of space for community exhibits.

The decoration feature will be further carried out through the co-operation of the Grand Rapids Art Association which will bring to the exposition from November 28 to December 8 the exhibition of paintings, home decorations, etc., of the Chicago Art Institute Extension Course with lectures by Ross Crane.

Government Wins Out in Arkansas Land Case

The case of Lee Wilson & Co., Wilson, Ark., against the United States of America was recently decided by the Supreme Court of the United States, upholding the decisions formerly entered in the case by the circuit court of appeals for this circuit and the United States district court for the eastern district of Arkansas quieting title to the 800 or 900 acres of land involved in the United States Government. This case is commonly known as the Moon Lake case, and is the first of some ten or twelve cases filed on behalf of the government to quiet title to large areas of so-called

sunk lands here in eastern Arkansas. Altogether some 100,000 acres are involved, and for the most part the lands are covered with fine growths of timber of different kind. These lands were nearly all claimed adversely to the United States by lumber, land and timber companies, and the fight to maintain title to them has been long and fierce. These cases had their origin in 1908 when the Secretary of the Interior decided that the so-called sunk lands belonged to the United States and declared them to be public unsurveyed lands, later ordering a survey to be made of them for the purpose of opening them for entry according to the general land laws of the government. Pursuing this position, the Department of Justice took up the fight in 1913, and filed suits to quiet title to these lands in the Government. On hearing the case above in 1914, Judge Jacob Trieber of the district court sustained the contentions of the Attorney General and entered a decree quieting the title in the United States. Appeal was taken to the circuit court of appeals, which tribunal in 1915 upheld the decision of the lower court. Appeal was then taken to the supreme court, and the above decision is the result. The effect of the decision will be far reaching, as it practically settles the question of title raised in all of the cases, since they are all of practically the same nature and involve the same questions. The cases have been watched with a great deal of interest by the lumbermen of the state, as well as the other citizens, particularly those living in Northeast Arkansas.

Brisk Trade in Southern Hardwood Lands

J. H. Hines, president and general manager of the Hines Lumber Company, Memphis, announces the sale of approximately 20,000 acres of hardwood timberlands and cutover properties in Arkansas and Louisiana recently, involving a consideration of nearly $500,000.

The largest transaction covers the sale of the W. P. Brown & Sons Lumber Company, Louisville, Ky., of 12,000 acres of hardwood timberlands near Brasfield, Ark., for a consideration estimated at $300,000. It is suggested that the new owner will proceed without delay with plans looking to the increase of its manufacturing operations approximately 100 per cent. This will be effected in part through the installation of additional machinery and in part through night shifts. The Hines Lumber Company only recently secured this property from the Wisark Lumber Company, Janesville, Wis. Further details are given elsewhere in this issue.

The second largest transaction covers 4,000 acres of hardwood timberlands near St. Joseph, Tensas parish, La., sold to Wood & Blair, Parkin, Ark. The new owners have already announced their intention of installing a single band mill at some point on the Missouri Pacific for the development of the timber on this property. The same firms recently purchased the Russell Gardner tract in Eastern Arkansas which was used for years as a hunting preserve.

The other two transactions covers 3,000 acres of cut-over lands near Lake Village, Chicot county, Ark., sold to A. J. Weisinger, of Pritchard, Miss., and a farm of 358 acres near Lepanto, Ark., sold to Dr. Benjamin Strong, Chester, Miss. The former will be used as a live stock farm where the owner will make a specialty of raising Hereford cattle and Duroc Jersey hogs. The latter will be used for the growing of cotton and other crops but a considerable portion of it will have to be cleared first.

Real estate dealers in Memphis and vicinity are enjoying the most active demand for timberlands and for cut-over properties they have ever witnessed and they are finding business in these so much more profitable than that in city real estate that they are devoting practically all of their time thereto. The high prices of agricultural products are greatly stimulating demand for cut-over lands and the resultant enhancement in the value of the latter necessarily increases the value of timber lands themselves. Cut-over property was a big burden in years gone by but it is an asset of the first magnitude now and promises to increase in both importance and value as the price of agricultural products work toward a higher level.

Pertinent Information

Lines Formed For Rate Battle

Lumbermen are at Washington in force to oppose the 15 per cent general rate increase for all railroads now being heard before the Interstate Commerce Commission. Among those attending the hearings are J. H. Townshend of the Southern Hardwood Traffic Association; J. V. Norman and Edward A. Haid, attorneys representing that organization; George L. Forester, secretary-treasurer and traffic manager of the Western Carolina Lumber and Timber Association, Asheville, N. C., G. F. Thomas representing Arkansas soft pine lumber concerns, and others. Gen. L. C. Boyle of Kansas City and A. G. T. Moore of New Orleans were expected when the hearing opened.

The hearing for the first day was general testimony introduced by railroad presidents. The whole commission was present. Clifford Thorne headed counsel for shippers, who are from many lines of industry. On the second day the hearing simmered down to a small affair conducted by Examiner Disque of the commission.

Lumbermen were successful in applying for a separate hearing on their commodity. It is set for November 13, which, however, will be shared by cement and ice shippers. The hearings until that day cover many commodities, general rates and fifteenth section applications of the railroads, and several suspension cases including I. & S. dockets 1124, 1125, 1134, 1142, 1131.

Beginning November 15 the whole commission takes up the case again and railroad executives will be cross-examined by shippers that day. Next day shippers will present testimony as to finances and other conditions of the carriers and on the 17th the commission will hear arguments on the whole case. It is hoped to get a decision in December.

The case involves the question whether the railroads of the whole country shall have a 15 per cent increase in all rates on lumber and other commodities on which the commission did not grant a similar increase some weeks ago in its first report on this case.

In the combination case of the Buffalo Lumber Exchange against Alabama Central Ry. and the suspension of lumber transit privileges at Buffalo, the commission announced today that a second amended petition for the division of through rates would be accepted and filed.

The Nichols & Cox Lumber Company of Grand Rapids has filed complaint against the New York Central Railway alleging that by reason of a discriminatory embargo it was compelled to suffer delay and pay excessive demurrage and other charges on gum lumber shipped from Helena, Ark., to Dupo, Ill., thence to Buffalo, but reconsigned to Rochester, N. Y., and later to Medina, N. Y. Defendants refused to reconsign as requested and held shipment permitting heavy demurrage to accrue, when they should have reconsigned in accordance with their tariffs, the complaint says. Reparation of $240 is asked.

Late I. C. C. Decisions

The Interstate Commerce Commission has approved the application of the railroads under the fifteenth section of the interstate commerce law as recently amended for permission to file tariffs providing for rates on furniture in Central Freight Association territory on the basis of 126 percent of fourth class rates.

The commission has received applications under the fifteenth section from railroads affecting the following subjects:

St. Louis-San Francisco Railway, agricultural implement, sleigh and vehicle wood in the rough, carloads, from Joplin, Mo., to Clinton, Ia.

Illinois Central Railroad, wooden handles, carloads, from Monroe, Wis., to Chicago, Ill.

The complaint of Peshtigo Lumber Company against Wisconsin Northwestern Railway et al., has been dismissed by the commission, which denied claims for reparation on account of the alleged misrouting of various shipments of saw logs from Taylor's Rapids, Wis., to Peshtigo, Wis., over an interstate route.

Examiner A. R. Mackley of the commission has submitted a tentative report for consideration in the complaint of the Diamond Lumber Co. against Chicago, Milwaukee & St. Paul Railway, which is summarized as follows:

1. Complainant's allegations of unreasonableness and undue preference in the distribution of defendant's logging cars on its Superior division during times of car shortage held not to be sustained.
2. The situation as to cars discussed and conclusion reached that the distribution of these logging cars by fixed rules would be impracticable and that the discretion of the chief train dispatcher or other employe of the defendant must finally govern upon the facts in each case.
3. The commission is not warranted upon the facts of this record in ordering that the flat cars involved be equipped with bunks and chains or with patented sticks for holding on the logs or that the defendant's present supply of logging cars on this division be increased.
4. Complaint dismissed.

The case involves the transportation of logs from complainant's timber tracts at Camp Tolfree, Mich., to its sawmill at Green Bay, Wis., and the complainant's request is for an order requiring that it be furnished a minimum requirement of from twelve to fifteen cars per day.

Finding Uses for Elder Wood

No possible timber resource in England is being overlooked during these times of stress. The following item from an English exchange enters somewhat into particulars:

Rarely have we noticed the timber of the elder offered for sale, yet last week no less than three parcels, one rather large, were offered in various parts of England. In Surrey very fine logs were offered at $13.75 per ton put on rail, and in another case quite a large quantity, fresh felled, in 13 feet lengths, with a promise of prompt delivery is advertised. Privately, in Kent, a small lot, about seven tons, have recently been cut, and as some of the trees were over 15 inches in diameter and sound and clean we anticipate a speedy change of hands. Elder timber, which is white, close-grained and very compact is valuable in quite a variety of ways, and when of good size, like some of the trees that are at present offered for sale, is sought after for printing blocks and the inlaying of expensive furniture.' It can be readily made to imitate box or mahogany. Many years ago quite a large quantity was sold in Carnarvonshire at $10 per ton, but evidently prices have gone up, as nearly half as much again is being asked for this little known and rarely offered timber. As everyone knows, apart from timber production, the elder is perhaps the best tree for withstanding fumes from collieries and chemical works, while for withstanding long-continued blasts from off the sea and thriving down even to high-water mark it has few equals. Then for growing beneath the shade and drip of large trees it is, perhaps unsurpassed.

Two species of elder in the United States attain small tree sizes, but it does not appear that any use has been found for the wood. One is the Mexican elder found from Western Texas to Southern California, and reaching a trunk diameter of a foot or more. The other is pale elder which grows from Utah to Washington and is sometimes 18 inches in diameter. The above description of the English elder wood applies fairly well to the two western American elders, and uses for this wood might be found.

Furniture Dovetailed Together

Some of the finest Chinese furniture is put together without nails, screws, pegs or glue. All the fastenings consist of blind dovetails. A set of such furniture, consisting of eighteen pieces, elaborately carved, and made of the celebrated Chinese black wood, was recently placed on exhibition at a furniture show at Toronto, Canada. The furniture was formerly used in the British embassy at Hongkong.

Boys in Furniture Factories

The public schools of Evansville, Ind., have made arrangements with furniture manufacturers of that city for boys who attend manual training classes to put in a few hours daily learning the practical side of furniture making in the factories. Such experience will do the boys good and the help will be welcome in the factories where labor is often scarce. The boys can learn more rapidly in a factory than in a manual training class; but in Evansville the boys will have both kinds of instruction.

British View of 1918

The London *Timber Trade Journal*, in a forward survey of timber prospects for 1918, has this to say:

That there will be a great demand for timber next year is a certainty. If, unfortunately, the war still continues, the pace of military operations must be more rapid, and the more mobile operations will entail a greater consumption of wood. The great climax of the struggle can only be reached by a vaster output of all descriptions of munitions of war, and in the manufacture and transport of all war material wood forms a very important item. If, on the other hand, peace is declared, there is no need to enlarge on the prospects then before the timber trade. There must be enormous competition for all goods which can be promptly imported, and, naturally, during the coming months there will be considerable anxiety on the part of our regular importers to make some arrangements. Quite different prospects are opened up according as the belief prevails in peace or war conditions in 1918, but in both cases it is felt that the problems before the trade should be tackled in good time. In the American markets also private importers will have many difficulties with which to contend. The governments of Great Britain and the United States are co-operating very closely in all trade matters, and the control of the tonnage over the Atlantic is so important in view of the very large quantity which will be required for the transport of the American army and its supplies, that no great hopes are centered on American timber while the war lasts. Scandinavia holds out the best hopes, and it is on the Baltic productions, supplemented by shipments from the west coast of Scandinavia that the ordinary trader will have to rely in 1918. The overlying stocks in Sweden will be very heavy, and there will be plenty of scope for winter negotiations, if only the trade can obtain reasonable freedom of action.

The Fuel Value of Wood

Persons who plan to relieve the coal shortage this winter by burning wood can figure, roughly speaking, that two pounds of seasoned wood have a fuel value equal to one pound of coal, according to experts of the Forest Service. While different kinds of wood have different fuel values, the foresters say that in general the greater the dry weight of a non-resinous wood, the more heat it will give out when burned.

For such species as hickory, oak, beech, birch, hard maple, ash, locust, longleaf pine or cherry, which have comparatively high fuel values, one cord, weighing about 4,000 pounds, is required to equal one ton of coal.

It takes a cord and a half of shortleaf pine, hemlock, red gum, Douglas fir, sycamore, or soft maple, which weighs about 3,000 pounds a cord, to equal a ton of coal, while for cedar, redwood, poplar, catalpa, Norway pine, cypress, basswood, spruce, and white pine, two cords, weighing about 2,000 pounds each, are required.

Weight for weight, however, there is very little difference between various species. Resin affords about twice as much heat as wood, so that resinous woods have a greater heat value per pound than non-resinous woods, and this increased value varies, of course, with the resin content.

The available heat value of a cord of wood depends also on the amount of moisture present. When the wood is green part of the heat which it is capable of yielding is taken up in evaporating the water. The greater amount of water in the wood the more heat is lost.

Where wood is to be burned in a stove or furnace intended for coal, it will be found desirable, the foresters say, to cover the grate partly with sheet iron or fire brick, in order to reduce the draught. If this is not done the wood is wasted by being consumed too fast, and makes a very hot fire which in a furnace may damage the fire box.

Wood-Working Machinery Abroad

United States consuls and commercial agents in foreign countries, particularly in England and France, have recently made reports concerning prospects of selling American woodworking machinery abroad after the war.

Timber grown in the United Kingdom consists of oak, ash, and beech of the harder kinds, and soft elm. Pine and fir, as well as spruce, are grown in large quantities in Scotland. Considerable birch is grown throughout the country. Imports include mahogany from Africa and Mexico, teak from India, and pine from Russia, Norway and Sweden. Canada and the United States supply great quantities of pine. A substantial amount of timber is sawn in the Midlands of England, although the larger mills are found at the various ports, such as London, Liverpool, Hull, etc., from 75 to 80 percent of the timber sawn in this district being imported.

In former years a good deal of American woodworking machinery was used, but British manufacturers of this class of machinery have made such progress of late that they have obtained most of the trade, and the machinery now used is generally of British manufacture. They have copied American designs whenever this has been possible and in some instances have purchased the patents. The new patents and designs act has increased the tendency to purchase these patents or obtain the rights to work them on a royalty basis.

There is no prejudice against the use of American woodworking machinery, but British manufacturers are on the ground and have reached the point where they largely control the market.

IN FRANCE.

Pine is the most plentiful and important timber grown in France, and that fact should be borne in mind by those who wish to sell machinery in that country. The French have made most of the woodworking machines used in that country, though a few are American. Before the war some machines were imported from Germany.

There is a probable opening in Spain for American woodworking machines to take the place of those formerly supplied by Germany. None are now imported from that country and none can be while the war lasts.

Building Permits for October

Considering the well known fact that the building industry is laboring under adverse conditions, the showing for October is not exceptionally bad, as things have been going of late. Outside of those immediately interested in construction work, there is no wide-spread appreciation of the leading part which our builders have occupied in the constructive energies of the nation, and of the importance of not only keeping it alive but of keeping it above the point of struggling for its existence. In spite of discouragements, the building permits, issued in 109 principal cities of the country, as officially reported to the *American Contractor*, Chicago, total $56,251,179, compared with $87,692,090 for October, 1916, a decrease of 35 per cent. The decrease in September was only 27 per cent, but in August it was 33 per cent. The total number of buildings, for which permits were issued in these cities during October, was 20,435, compared with 29,509 for October last year.

Many causes are contributing to this considerable shrinkage in building construction. One is the practical impossibility of procuring structural shapes for the larger type of buildings, the government necessities rightfully taking priority. There are steadily widening areas, throughout which buildings are becoming irksomely scarce, not only for the housing of workmen in factory districts, but for many purposes, and this scarcity is beginning to quite noticeably increase the cost of living through increased rentals. Public policy would seem to dictate the largest extent of construction work possible, consistent with the government necessities.

There are a few cities that distinguish themselves in this tabulation by their gains over October last year. Of the 109 cities reporting, 25, or nearly one-fourth, make favorable showings. The most important of these is Boston and vicinity, which makes the notable showing of $12,319,000, compared with $7,591,000 for October, 1916. Most of the larger cities show radical losses, which is due to the almost entire cessation in the construction of steel frame buildings, because the steel shapes have not been procurable for early deliveries.

The Locust Tree in Favor

The *Timber News* of London, England, advocates the planting of waste land in that country with American locust; that is, yellow or black locust, the species which is just now in great demand for treenails and which is always in demand for fence posts and buggy hubs. Trials have shown that this tree grows well in England's climate. Originally it was confined in the United States to the Middle Atlantic region, extending three or four hundred miles inland. It has spread, by planting, to all parts of the United States. It does best in deep, fertile, well-drained soil, and it matters little how stony it is. But in most parts of this country it is an unprofitable tree because of the attacks made upon it by a beetle known as the locust borer (*Cyllene robiniæ*) that devours the trees, beginning with the branches and quitting when only a portion of the dead trunk remains. This insect is the great drawback to planting locust. In portions of this tree's original range it is nearly immune to the beetle's attacks. No information at hand shows that these insects have ever attacked planted locusts in Europe.

Beetles Bide Their Time

It is somewhat strange that timbers which were immune to the attack of beetles during hundreds of years should suddenly fall a prey to the insects. That is the situation at Westminster Hall, England. During centuries the timbers of the massive roof stood untouched by the wood-boring beetles; then the insects began to bore, and it is said that four or five years will be required to kill the bugs and repair the damage. The work must go forward during the war, because it cannot wait. The beetles are killed by washing the affected timbers with cedar oil. The fumes are so poisonous that workmen are compelled to wear gas masks. Timbers which are so much weakened that they are in danger of collapsing are being braced and reinforced. No explanation is offered why no attack by beetles was made during the past four or five hundred years.

Leather from Fish Skins

A company has taken over an old tannery in Pittsburgh with the intention of operating it hereafter exclusively for the handling of fish skins. The company advises the Bureau of Fisheries that, at the outset, it will be able to handle 150 skins daily and that it is in the market for any shark skins 2 feet or more in length.

Furniture Making in South Africa

Consul J. P. Bray at Johannesburg writes as follows in a recent report:

The wooden bedstead figures largely in the stores at the present time. It has been thought that it was a return of the somewhat fickle fancy of the public to cast-iron beds, but that is not the case. The steel tube factories of Birmingham and elsewhere are probably being utilized for other material of various kinds.

The figures contained in the official returns of imports tell a tale of increased activity in the trade. During the four years from 1913 to 1916 the import of bedsteads increased, and as these were largely of the steel variety suitable to hospital work, they scarcely apply to the general furniture trade. The import of coir mats, curtains, horse hair, etc., shows no diminution in quantity over the four years, but it is clear that the price has been increased for all these commodities. On the other hand the quantity of general furniture shows a large increase, as indicated by the total of £297,043 in 1913, £265,763 in 1914, £112,173 in 1915, and £161,271 in 1916.

Since last year the imports have dwindled to a very small figure. For May last they were £1,126 against £21,308 in May, 1916, while for the five months ended May 31 the total was £8,196 against £38,239 in the corresponding period of 1916.

Since 1915 the bulk of the furniture has come from America, in proportion as the exports from the United Kingdom have fallen off. From Japan already fairly considerable quantities of furniture made after European styles are being imported. The Japanese have not long been engaged in this class of export trade, and their product is not of the best quality, but with characteristic adaptability it is expected that they will soon accommodate themselves to new requirements.

Meantime, since the outbreak of war and the rapid increase in the price of the imported article, the furniture industry of the Union has shown phenomenal growth. The larger factories are still at the coast Cape Town, Durban, and Port Elizabeth—where labor is considerably cheaper than it is in Johannesburg. Large new factories have sprung into life in all those centers, more particularly in Cape Town.

Most of the raw material is obtained from America and Japan at present, and consists of various woods suitable to the purses of middle-class people. Teak and oak are the favorite woods, and the style of furniture is that which has been called Jacobean. There are several beautiful native hardwoods in the Union suitable for the manufacture of furniture; but the expense of the work, according to a well-known manufacturer, is prohibitive to the ordinary trade. The well-to-do householder is the only customer for this class of furniture.

The effect upon industry in Johannesburg is seen in the opening up of many small establishments where the finishing stages of furniture manufacture are completed. Small employers have erected machinery and plant sufficient to employ as many as a couple of dozen more or less skilled hands. Nevertheless the main body of the manufacturing trade is still at the coast, and will remain there so long as the difference in the scale of wages is maintained.

The opinion is not lightly expressed by many of the well-established business houses that the class of furniture now being made in South Africa for ordinary every day use is rather superior to the furniture which in past years was imported from overseas in pieces and joined together in this country.

Mangrove Bark in the Philippines

Commercial Agent C. E. Bosworth, writing of tanning material, says:

Mindoro is one of the larger islands of the Philippine group. It is a province by itself and contains 3,983 square miles. It is distant from Manila a little more than 100 miles or twelve hours by steamer. Along the shores of this island are considerably more than 30,000 acres of mangrove swamps, with large trees in practically virgin growth, conservatively estimated to yield 50,000 tons of bark, readily convertible into approximately 17,000 tons of cutch. Just why this advantageously located growth of our own should have remained untouched for so long it is hard to understand.

The Fly Swat Handle

The handle of a fly swat is about the smallest handle on the market, but in the aggregate these sanitary machines consume a lot of wood. A city in Australia has let it be known in the United States that it would like to try out a sample lot of 5,000 such handles, and if they prove satisfactory, large orders will be placed. The order would have to be large if it could not be filled from the waste of nearly any large sawmill in this country.

Killed by High Postage

A movement was under way for some time looking to the publishing of a magazine by the National Lumber Manufacturers' Association for the purpose of increasing the use of wood. It now seems that the scheme is on the shelf for the time being. The proposed increase in rates of postage, which went into effect November 2, puts a quietus on the project, according to a statement in a special bulletin issued by the association giving the proceedings of a meeting held in Chicago October 9-10, by the standing committees of the association.

Maple Sugar's Great Opportunity

The scarcity of cane and beet sugar and its high price in all parts of the world ought to give maple sugar a chance, such as it never had before. There is no possibility that enough sugar can be made from maple to make up what is lacking from other sources, but those who have groves of trees ought to be able to make a profit next spring from the output. In addition to what will be made for commercial purposes, thousands of farmers in all parts of the sugar maple's range will be able to supply themselves, wholly or in part, from trees growing on the farm. This will help the general situation by lessening the demands upon the sugar market. A dozen maple trees should go far toward supplying a family with sugar, and many a farm has more than a dozen trees that might be made productive.

Cost of Cordwood in Holland

The coal supply in Holland is totally inadequate and the forests are being cut for fuel. The price of cordwood ranges from $25 and $50 per cord, depending upon the kind. Even at those prices the supply is going so rapidly that the government is planning fuel tickets to limit the use of wood to the lowest possible figure in order to prevent the destruction of the forests. The people of the United States complain of fuel prices when they are paying less than one-fourth what the Hollanders pay. At prices they are paying it would be a poor acre of woodland which would not bring a gross return of $400 for cordwood. At such prices, the temptation to cut forests is very great.

Hardwood News Notes

MISCELLANEOUS

The capital stock of the Western Refrigerator & Manufacturing Company, St. Louis, Mo., has been increased to $75,000.

The Westfield Box & Shook Company, Westfield, Mass., has sustained a loss by fire.

A meeting of the creditors of the Brown-Hawkins Lumber Company, Detroit, Mich., was called recently.

At Helena, Ark., the Superior Chair Company has been incorporated with a $12,000 capitalization.

The Superior Wood Heel Company is a new corporation at Haverhill, Mass. The capital is $25,000.

A creditors' meeting of the Coats Manufacturing Company, Wellsville, N. Y., has been called.

The following increases in capital stock have been made by Wisconsin concerns: the Badger Basket & Veneer Company, Burlington, to $50,000, and that of the Fountain-Campbell Lumber Company, Ladysmith to $250,000.

The Rusk Box & Furniture Company, Hawkins, Wis., is now operated under the style of the Rusk Manufacturing Company.

The House Folding Crate Company has been incorporated at Detroit, Mich.

The Phoenix Planing Mill Company, Atlanta, Ga., is an involuntary bankrupt.

The Williams Lumber Company, with headquarters at Fayetteville, has bought out the Virgin Hardwood Lumber Company at Gonce, Ala.

At Huntington, W. Va., the United Casket Company has been incorporated. Other recent incorporations are: The Blue Ridge Timber Company, High Point, N. C.; the Liverpool Hardwood Company, New York, N. Y.; the Big Rapids Furniture Manufacturing Company, Big Rapids, Mich.

The Oil City Woodworking Company has moved from Reno, Pa., to Oil City.

The Traphagen & Hull Manufacturing Company, Kingston, N. Y., has filed an involuntary petition in bankruptcy.

CHICAGO

Frank B. Robertson of Ferguson & Palmer, Memphis, showed on the Chicago horizon about the middle of the week and added his quota to Chicago hardwood sales during a stay of a few days.

J. A. Gorman, sales manager for the Viles County Lumber Company with offices in Chicago has been given a commission in the second forest regiment (20th engineers). He has been in training at Ft. Sheridan, Ill., in the second officers' training camp and was transferred to the forestry regiment at the instance of lumber friends.

W. M. Farris of the Farris Hardwood Lumber Company of Nashville, Tenn., spent some time in Chicago last week.

Charles Gill of the Gill-Andrews Lumber Company of Wausau, Wis., was in Chicago last week on a brief business trip.

R. B. Goodman, O. T. Swan and other prominent Wisconsin operators and prominent officials in the Northern Hemlock and Hardwood Manufacturers' Association were in Chicago this week in conference with prominent Chicago members of the association on matters of vital interest to the northern hardwood trade.

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., was in the city a few days of last week. Mr. Ding's hardest work when here is to find time to do his business. He has so many warm friends that he is considering the expedient of holding a general reception on his day of arrival in the future, thus giving him a chance to shake hands all around and still have time to sell a few cars of lumber before he leaves.

S. M. Burkholder from Crawfordsville, Ind., the dean of the Hoosier hardwood fraternity, spends quite a bit of his time with his son Roy who is running the company's big hardwood mill at Homer, La. Mr. Burkholder, Sr., was in HARDWOOD RECORD offices last week. He expressed the belief that it won't be long before the southern negroes who have

been invading the North will be moving with the sun back to the warm climate of the southern states.

Frank C. Wright, vice-president of the Bangor and Aroostook Railroad with headquarters in Bangor, Maine, has been spending considerable time around lake states hardwood operations lately. Mr. Wright is desirous of interesting practical operators who have succeeded in the lake regions but have the prospect of being soon cut out, in the splendid birch, maple and beech timber which abounds in the region served by his road. This timber is not being touched, the operators in Maine contenting themselves with the softwood and pulpwood operations. There seems to be a striking analogy between conditions in Maine today and those which existed in the lake states in the old pine days.

Frank Purcell of Kansas City, Mo., famous in walnut circles hit Chicago this week on a hurried trip east. He paused long enough to show his enthusiasm over the present position and prospects for American black walnut.

Sam A. Thompson, manager for the Anderson-Tully Company of Memphis, Tenn., was in Chicago this week. Mr. Thompson is beginning a three weeks' trip through eastern markets.

The Columbia Cabinet Company, city, has changed its name to the Columbia Phonograph Cabinet Company.

The Jennings Screen Company has incorporated locally.

The Wilson Brothers Manufacturing Company, Chicago, is the style under which the business formerly conducted as the Wilson-Jacobs Drum Manufacturing Company is now operated.

N. J. Wall, A. P. Nelson and Martin R. Wall are the incorporators of the Centennial Desk Company at Rockford, Ill., with a capital of $30,000.

BUFFALO

Hardwood concerns have been making some fairly large purchases of stock and some are beginning to arrange for next year's business. Certain woods are expected to be in steady demand as long as the war lasts and all hardwoods are regarded as good property, even though the war should continue through next year. The labor shortage at the mills has cut down the output and it is expected to be a long time before any surplus of hardwood lumber is found.

Frank T. Sullivan has added to his regular lumber business the Aeroplane Lumber Company, a new $10,000 corporation, doing this because he controlled quite a large amount of white ash timber in this state, which he knew was in much demand for flying machines. He is associated with Henry J. Turner, manager of the U. S. Hame Company, Buffalo, and Warren Ross of Jamestown. The plan is to use the Ross sawmill for working up the lumber and prepare a regular line for aeroplane uses.

Receipts of hardwoods by lake have been very light. The scarcity of boats and the high freight rates are causing the diversion of shipments to the rail lines.

The campaign for the second Liberty Loan in this city raised $60,212,000, or $5,000,000 more than the amount set by the government. This good work was accomplished by a thorough co-operation among banks and business men of the city. The lumbermen's subscription amounted to over $1,000,000.

Buffalo is likely to take a step forward soon in the construction of steam vessels built of wood. The Union Drydock Company has not taken up wood construction and probably will not do so, but is engaged in building mine-layers for the government, two of which, about 155 feet long, will be ready in a few days for passage to the ocean. The Empire Engineering Company, formerly H. S. Kerbaugh, Inc., is working hard on a shipyard located at the lake front, back of the Terminal elevator, and will lay foundations for wooden-vessel construction at once. Weather permitting, a large amount of vessel building of wood, mostly small and moderate sizes, will go on this fall and through the winter. The yard and dock will be well protected, but very cold and stormy weather will hold the work up.

The Aberthaw Construction Company of Boston, has a contract for the erection of a large manufacturing plant on Vulcan street, outside the city line, in Tonawanda, to be operated by the Fore River Shipbuilding Company. The plant will in reality be owned by the United States Government, and turbines for the operation of destroyers will be manufactured. It is expected to be in operation within three months. The principal building will be 700 feet long and 300 feet wide and other buildings of smaller size will also be put up. The site covers twenty acres and was bought of the J. H. Williams Company, whose factory it adjoins. The new concern will give employment to at least 2,000 men, most of whom will be skilled mechanics.

Stanley H. Graves, salesman for Graves, Manbert, George & Co., and son of Luther P. Graves, whose death occurred last spring, died on October 24, aged thirty-one years. He left a wife and two children, his mother and several brothers and sisters.

PITTSBURGH

A. Rex Flinn, president of the Duquesne Lumber Company, has enlisted in the Officers' Reserve Corps, and is now stationed at Fort Meyer, Va. Sales Manager Herrmann of this company, reports Pittsburgh demand somewhat lighter than in the East.

The Aberdeen Lumber Company looks for quite an increase in buying in January from big manufacturing concerns which are now rapidly using up their stocks of gum and cottonwood, and will soon be in the market for more lumber of this kind.

The Kendall Lumber Company is running all its mills and is doing a nice business with the mining companies. In general, however, it finds trade pretty slow.

The Breitweiser Lumber Company is not rushed with business, according to Sales Manager Smith. A. G. Breitweiser, formerly a member of this company, is now with the Brooks Run Lumber Company, a hardwood concern in West Virginia.

The Pittsburgh Wholesale Lumber Dealers' Association and the Pittsburgh Lumbermen's Club are going to unite soon in a movement to promote house building in this city next spring, especially among wage earners. A big campaign of publicity is being arranged.

R. J. Rodgers, treasurer of the Allegheny Lumber Company, has entered war service, and is stationed at Washington where he is learning to be a United States Army Paymaster.

The Frampton-Foster Lumber Company keeps its country mills busy, and reports an unusually good demand for oak timbers which are bringing most any old price. The tendency in general oak quotations is about the same as last month.

D. F. and F. E. Sites have bought a nice tract of hardwood timber near Seymoursville, W. Va., and will cut off the lumber in the near future.

The E. H. Shreiner Lumber Company reports from a recent trip from among West Virginia mills that oak is beginning to pile up in the mill yards of that state, and that quotations are somewhat easier this month as a result.

The Sattler-Hamilton Lumber Company, Bessemer Bldg., is getting considerable good business from the manufacturers and L. L. Sattler believes that demand and prices will readjust themselves if they are given a fair and longer chance.

BOSTON

A complete new schedule of charges for surveying by the state inspectors has been prepared and will be petitioned for at the incoming Massachusetts legislature. All hardwoods (except loose strips) will be 50¢ per M. with a varying charge of 30 to 40 cents per M. on other woods in car and cargo lots, and 75¢ per M. on hardwood floors or strips if the bundles are to be opened. The revised scale is the subject of considerable attention and comment by the trade.

A hardwood mill, dry-house and storehouse is to be erected immediately by the Northern Woodenware Company at Mattawaumkeag, Me. Gov. Carl E. Milliken and his associates in the large local lumbering operations are interested in the new enterprise which will employ about 100 hands and is expected to be running early in 1918.

The Wm. E. Bent Company of Springfield, Mass., is reported having assigned for the benefit of creditors.

On November 1, the N. Y., N. H. & H. R. R. raised its embargoes to New England points as it is now working under a joint committee with the Pennsylvania R. R. and the Eastbound Lumber Conference Committee at Norfolk, the object being to furnish the maximum number of permits that will be operative on all participating roads when issued. Richard Hackett, chairman of the New Haven committee may be addressed at Room 106, Gen. Office Building, N. Y., N. H. & H. R. R., New Haven, Conn.

BALTIMORE

The statement of exports of lumber from Baltimore during September shows no improvement as compared with the preceding months. On the contrary, the movement continues to narrow, and has now sagged to purely nominal proportions. The list is again reduced to four items, with spruce alone shipped in considerable quantities. In fact, spruce makes up all but $3,000 of the whole exhibit, a total of 319,000 feet having been sent out, of a declared value of $19,550, as against the whole declared value of not more than $22,861. Gum to the amount of 13,000 feet, 25,000 feet of oak and 15,000 feet of white pine make up the balance of the list, as against six items of a declared value of $93,059 in September, 1916.

Secretary Harvey M. Dickson of the National Lumber Exporters' Association had a conference in New York on October 23 with Connop Guthrie, the British minister of shipping, on the subject of the fifty-seven cars of hardwoods, which had been held up at different ports since March, 1916, under a British order in council. The promise that the cars would be released and that space on steamers would be provided in order that they might go forward, had been made, but complaints were piling up in the office of Mr. Dickson that nothing was being done to have the lumber go forward. Mr. Dickson went over the whole situation with the minister, with the result that arrangements were made to start a number of the cars in short order. There being no cargoes loaded at Newport News that require dunnage, the cars there are to be transferred to other ports, and it now looks as if the last of the lumber would be moving in a comparatively short time. Concerning additional exports, however, Mr. Dickson expressed the opinion that nothing could be hoped for.

In this connection it is to be stated that Mr. Matthews of L. O. Smith

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& Co., Parkersburg, W. Va., and W. J. Callon, New Orleans, were here about the same time to look after some export shipments which had been delayed and which they desired to have moved.

At the Baltimore office of the Kosse, Shoe & Schleyer Lumber Company, Cincinnati, it was stated last week that the corporation is making extensive shipments abroad of walnut and ash, the former wood being used in the manufacture of aeroplane propellers, and the other for such purposes as gun carriages, stretchers and other war materials. The British military authorities have not followed the lead of Americans in the use of oak for propellers, regarding walnut as very much better and as in fact the only satisfactory wood. Walnut in considerable quantities is gotten out in the eastern states, West Virginia producing more than any of the others, though the entire East falls below the quantity produced in Indiana alone. It was stated that most of the shipments are sent by way of New York, under arrangements with steamship lines there. The company maintains a yard in the southwestern section of the city, where stocks are assorted, and those that will not do for the export trade are yarded.

Joseph Trimble Peters, president of the Bridal Veil Lumber Company, Portland, Ore., visited relatives here last week.

An interesting compilation on the factories in Maryland has just been made by Tunstall Smith, executive secretary to Mayor Preston, of Baltimore. It shows that in the ten years from 1904 to 1914 there was an increase of 347 in the number of factories, of 8,719 in the number of wage earners and of $10,002,000 in the value of the amount of wages paid to them in the city. The increase in the state was 945 in the number of factories, 17,411 in the number of employes and $17,648,000 in the amount of wages paid. In other words, the gain in the city was considerably larger than that in the counties. And the fact is also to be mentioned that the statistics do not cover the period of the war, during which there has been even greater growth than before.

The Maryland Contracting Company has obtained the contract for the clearing of the ground, the erection of foundations for the guns, the rearing of buildings and other work on the 35,000 acre tract which the government has taken over in Maryland as an artillery testing ground. The sum available for the land and improvements is $7,000,000.

Smith, Hauser & McIsaac, builders of the cantonment at Camp Meade, Maryland, have secured the contract to erect some eighty buildings for the big military stores establishment which the government plans at Curtis Bay, just outside of Baltimore. According to estimates the improvements will call for an outlay of $3,000,000.

COLUMBUS

An advance spot-light upon the activities of the Real Estate and Building Show, to be held in Columbus, Jan. 21 to 30, 1918, reveals an interest far beyond that expected at this date. The show will not be limited to an exhibition of Ohio building materials, for a large number of firms and individuals without the confines have asked for spacious reservations. The Columbus Lumbermen's Club in connection with the Ohio Retail Lumber Dealers' Association has taken half of one of the largest buildings, and plans to feature miniature houses in its exhibits.

The Fostoria Lumber Company, Fostoria, O., has been incorporated with a capital of $50,000 to deal in lumber. The incorporators are: John B. and Raymond B. White, Edward D. Bradbeck, Elbert H. Burch and Oscar T. Shutt. The concern has taken over the business of the Standard Lumber Company.

The Delphos Bending Company of Delphos, O., has been incorporated with a capital of $150,000 to do a lumber and bending business. The incorporators are: H. S., Ida N. and D. L. McLead, C. W. Obermeyer and Mary J. Justus.

The capital of the Harvard Lumber Company, Cleveland, has been reduced from $50,000 to $30,000.

William F. Galle, a well-known lumberman of Cincinnati died at his late home after an illness of about five years. He founded the firm W. F. Galle & Co., about thirty years ago.

R. W. Horton, of the W. M. Ritter Lumber Company, reports a good demand for hardwoods from manufacturing establishments. Buying on the part of retailers is not active as they are only replenishing broken stocks. Prices are firm along the line.

Charles L. Shelton, proprietor of a box manufacturing concern, 231 Fletcher street, filed a voluntary petition in bankruptcy in federal court recently. His liabilities are $15,529 and assets 3,400 according to the petition.

Five hundred homes will be erected on a 30-acre site, provided by the government, near Camp Sherman for the families of enlisted men, it was announced from the headquarters of Major General E. F. Glenn. The homes are to be built with money pledged by Ohio club women, representatives of whom were in conference with Major General Glenn.

The Capital Hardwood Company, Columbus, has been incorporated with a capital of $10,000 to deal in hardwoods. The incorporators are: M. L. Knotts, B. P. Broadman, Samuel Weil, J. L. Murray and Fred M. McSweeney. The headquarters of the concern will be located in Columbus.

INDIANAPOLIS

A campaign of general interest to the hardwood trade of the entire country was launched here late in October at a meeting of the executive committee of the National Real Estate Association. The organization appointed a special committee, which will seek to form what will be known as an allied committee of all forms of business interested in home building for the purpose of starting a nation-wide "Own Your Home" campaign. Members of the committee said that all associations of lumbermen would be urged to co-operate in the movement. In addition to lumber organizations, this committee hopes to interest organizations representing the following types of business and professions in the movement: Hardware, furniture, paint, brick, cement, and banking. After the allied committee representing all of these interests is formed it is proposed to induce national advertisers that would be benefitted by extensive home building to insert in advertisements copies of the "Own Your Home" slogan. In addition, local associations of real estate men and lumbermen would be asked to conduct local advertising and publicity campaigns to supplement a national publicity campaign, in which would be featured the publication of interviews by well-known persons relative to the advantages of home ownership.

J. Panabker, a hardwood lumber dealer of Logansport, Ind., has been busily engaged recently in buying up large quantities of walnut to be used in manufacturing parts for aeroplanes for the government. He recently purchased a large number of walnut trees from a tract of land near Dunkirk, Ind., and this timber will be placed at the disposal of the government as soon as possible.

The Indiana Hardwood Company of Shelby, Ind., last week filed preliminary articles of dissolution. The company's charter will be suspended in a few weeks.

The Benham-White Company of Carothersville, Ind., was incorporated last week with a capitalization of $17,000 to manufacture woodenware. The incorporators are Clyde W. Keach, Harlan B. White, and Alex W. Benham.

The Kewanna Lumber Company of Kewanna, Ind., has been incorporated with a capitalization of $20,000 to buy and sell lumber. Directors of the company are John W. Long, Ralph W. McConnell, and Bert H. Thompson.

EVANSVILLE

The regular monthly meeting of the Evansville Lumbermen's Club will be held at the new Hotel McCurdy, Thursday night, November 13. President Worland will appoint several vacancies on standing committees and John C. Keller, traffic manager, will make a report on several important rate cases.

W. A. Black recently resigned his position as general manager of the Greer-Wilkinson Lumber Company, at Princeton, to engage in other business.

A large force of men is at work on the large Orr Estate in Knox county, Ind., a few miles north of here cutting a large strip of timber. The logs are being hauled to Kelley's Ripples on the Wabash river and as soon as there is sufficient water in the Wabash the logs will be taken by boat to Mt. Carmel, Ill., and from there they will be shipped to Paris, Ill., and Marion, Ind. Ash logs will be sent to Marion where they will be used for the manufacture of handles for the United States government. There is some talk of a large sawmill being built at Mt. Carmel to handle the logs from the Orr Estate. The timber on this estate is said to be the largest remaining tract of hardwood timber in southern Indiana.

Bert Tisserand, who has charge of the hardwood end of the J. C. Greer Lumber Company, says trade has been good all fall and he is looking for a nice business the balance of the year.

J. H. Moeller, former stave manufacturer at Mt. Vernon, Ind., who was here on business a few days ago, says he has not abandoned the idea of organizing a company to erect a factory at Mt. Vernon that will manufacture veneer, spokes, baskets and butter dishes. He has also taken an option on a piece of property at Mt. Vernon for the site for the new factory.

The annual convention of the Ohio Valley Improvement Association was held in Evansville, October 24 and 25. Resolutions were passed urging Congress to speed up the work on the Ohio river and to make larger annual appropriations for this work. The government dam that is being

built on the river, seventeen miles below here and known as Dam No. 48, is being rushed to completion and when finished will be the largest dam along the Ohio river and will cost over $2,500,000.

MEMPHIS

J. V. Rush of Moffett, Bowman & Rush announces the purchase by his firm of 900 acres of hardwood timberlands in Cathoma county, Mississippi. It is estimated that there are about 4,000,000 feet of hardwood timber thereon, principally oak. The new owners will bring the logs to Memphis where they will be converted into lumber.

The Walnut Log & Lumber Company has filed an amendment to its charter through which it seeks to increase the capital stock from $10,000 to $50,000 and to change the name to the J. H. Hines Lumber Company. The application is signed by J. H. Hines, Mary L. Hines and the other principal stockholders. The company has its headquarters in Memphis. Mr. Hines was for years a member of Barney & Hines of Memphis.

It is announced that Charles T. McManus has purchased the interest of George H. Temple in the Chisca Lumber Company which was organized here some time ago and which has a mill in operation in Mississippi. The firm will continue along the same lines as heretofore under the management of Mr. McManus and W. I. Brashears.

May Brothers, New South Memphis, have attempted a solution of the labor problem through the employment of negro women at its plant and yards. About eighteen of them are now being used to pile lumber, drive wagons, and do other work that only men have done heretofore, and are proving a fair substitute. Other lumbermen are following suit to a moderate extent, with indications that female labor will be used on an increasingly large scale. Men simply cannot be had and the women are being taken because they are available. With the increasing scarcity of labor, there is a notable advance in the wages lumber manufacturers are having to pay.

Harry Anderson, who joined the first Reserve Officers Training camp at Fort Oglethorpe, Ga., this summer and who won a commission as captain of ordinance, Regular U. S. Army, is now "somewhere in France," according to information received by his father, Col. S. B. Anderson, president of the Anderson-Tully Company. In private life the former is an attorney and is also treasurer of the Anderson-Tully Company.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, left for Washington November 3 to be present at the hearing in the case involving a proposed advance of 15 percent on hardwood freight rates from Ohio and Mississippi river crossings into Central Freight Association and Eastern Trunk Line territory which began Nov. 5. J. V. Norman, Louisville, and Edward A. Haid, St. Louis, attorneys for the association, are also in Washington. It will require some time for the carriers to present their evidence in support of the higher rates the railroads are asking but Mr. Townshend and the attorneys will listen to the presentation of this testimony in order that they may know how to counter successfully. The association is strongly opposed to the advance and will do everything in its power to defeat it. The lumbermen are open to conviction on the proposition that the railroads in the territory in question may be entitled to higher revenues but they are of the very positive conviction that no further advance in freight rates should be allowed on southern hardwoods on top of the many advances which have been made in this item during the past four or five years. Mr. Townshend said, before leaving Memphis, that the association would have the earnest co-operation of all the principal hardwood interests affected by the proposed increase. It is representing about 90 percent of the southern hardwood producing section at Washington.

LOUISVILLE

With the exception of government business, placed either directly or indirectly with lumber plants of Louisville and vicinity, the demand for hardwoods this fall has not been especially sparkling, but there has been a very heavy demand for thick stocks of various hardwoods for manufacturing government orders, the demand in fact having been so heavy that the mills in some cases have been curtailing production of 3/4, 4/4 and 5/4 stock, and going stronger on stock of 6/4 and up. However, there is a fair surplus stock of the thinner grades on the market, and all orders can be filled promptly, that is, they can be filled if the cars can be supplied, and embargoes can be dodged long enough to hand the cars to eastern roads. Not much trouble is being experienced in Louisville in getting cars, or getting shipments out, but several of the carriers operating north of the Ohio are placing embargoes on shipments originating in the southern mills districts.

Among the principal buyers of lumber or timber for handling government orders in this section are the American Car & Foundry Company, a concern which has practically quit making coaches for railroads in order to build wagon and truck bodies, parts, table tops, and specialties; the Continental Car Company, which is working on similar lines; the Mengel Box Company, which has received several big orders; the Ross Chair Company; the Kentucky Wagon Manufacturing Company, truck bodies, parts and other equipment; and the Wood-Mosaic Company, which has a big gunstock order.

Due in part to the recent death of T. Smith Milton, secretary-treasurer of the Churchill-Milton Lumber Company, the company has moved its main offices from Louisville to Greenwood, Miss., where it operates its

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4/4	No. 2 Common & Better	BASSWOOD 25,000′
5/4	No. 2 Common & Better	BEECH 150,000′
5/4	No. 3 Common	BEECH 340,000′
3/4	No. 1 Common & Better	BIRCH 55,000′
4/4	No. 1 Common & Better	BIRCH 58,000′
4/4	No. 2 Common & Better	BIRCH 29,000′
4/4	No. 2 Common	BIRCH 120,000′
4/4	No. 3 Common	BIRCH 12,000′
8/4	No. 2 Common & Better	BIRCH 16,000′
8/4	No. 3 Common	BIRCH 10,000′
4/4	No. 1 Common & Better	HARD MAPLE 50,000′
6/4	No. 2 Common & Better	HARD MAPLE 25,000′
8/4	No. 2 Common & Better	HARD MAPLE 150,000′
10/4	No. 2 Common & Better	HARD MAPLE 15,000′
4/4	No. 3 Common	HARD MAPLE 40,000′
5/4	No. 3 Common	HARD MAPLE 250,000′
8/4	No. 3 Common	HARD MAPLE 100,000′
4/4	No. 2 Common & Better	SOFT ELM 68,000′
4/4	No. 3 Common	SOFT ELM 110,000′
6/4	No. 2 Common & Better	SOFT ELM 36,000′
4/4	No. 2 Common & Better	SOFT MAPLE 50,000′

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

Plain & Qtd. Red & White

OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

double band mill, leaving another band mill at Glendora. Tom Fullenlove, sales manager, and John Churchill, president of the company, left Louisville on Sunday, October 28, to establish their headquarters at Greenwood. J. Woodfolk will have charge of a small office, which will be maintained in Louisville. In leaving the city the company desired to continue as members of the Louisville Hardwood Club, and has asked to be placed on a non-resident membership list. No such provision was made in the charter of the organization, but an amendment will be made in order to keep the old members on the list.

The Mengel Box Company recently closed a deal at Dyersburg, Tenn., for the purchase of the timber on 5,000 acres of land, at a reported price of $100,000, the deal being closed through W. N. Roth of Dyersburg. The company has several other tracts in Dyer county, and the lumber is handled through the plant at Mengelwood, Tenn. Arthur D. Allen, vice-president of the company, reported that the deal had been closed, but that the company would not start any additional operations at this time.

W. A. McLean, head of the Wood-Mosaic Company, New Albany, Ind., has been named chairman of a southern Indiana district in connection with the raising of funds to carry on the Y. M. C. A. work in the army camps. Mr. McLean is district chairman for Floyd, Clark, Harrison and Washington counties, and has to raise $22,000.

Another war contract has been almost landed by the Mengel Box Company, the company having been low bidder on a government contract for supplying 150,000 heavy ammunition boxes at a cost of $560,000, the bid being the lowest of several submitted. Due to the fact that the company has handled several of these contracts for the government, and delivered the stock in satisfactory shape, there is little doubt but what this order will go to the company, which has had enough experience with handling these contracts that it knows just what it is doing, and stands to make a fair profit even though being the lowest bidder.

With a capital stock of $10,000, the Long Life Lumber Company of Louisville, has been incorporated by Frederic H. Buerkel, William P. Castleman, and R. B. Robertson.

The Luther C. Moore Stave Company, which recently took a lease on the old John Dowling cooperage works at Lexington, Ky., is manufacturing rum shooks, for barrels of fifty gallon capacity, the shooks being knocked down in bundles of two barrels, and exported for reassembling by native coopers.

At Louisville the Booker Box Company is busy erecting iron clad sheds at its new brick box factory, which was recently purchased from the Kentucky Cotton Yarn Company for about $50,000. The company expects to be operating the new plant before the first of the year.

King Marion Russell of K. M. Russell & Sons, lumber dealers of Bowling Green, Ky., died on October 31, following an illness of several months. In 1892, Mr. Russell and his late brother J. Nathan Russell formed the firm of Russell Brothers, which was later dissolved, each of the partners going into business with their sons.

At Tomkinsville, Ky., W. D. White is planning to greatly enlarge his axe handle factory, installing a finishing plant and spoke department. He recently took over the Jackson-Jenkins handle factory at Forkton, Ky., moving the equipment to Tomkinsville, and doubling his handle capacity at that point.

The Wood-Mosaic Company, New Albany, Ind., is having much difficulty in obtaining enough walnut logs to keep going on the big government contract for approximately 1,000,000 gunstocks. Small timber merchants are short of labor, as are also the farmers, and for the past few weeks very few logs have been cut, although the company has been offering top prices for 2,500 cars of logs.

W. E. DeLaney of the Kentucky Lumber Company, Lexington, Ky., was in Louisville last week for a day or so, and while here paid his first visit to Camp Taylor, where he showed much interest in the big construction work. Mr. DeLaney was also present at the weekly meeting of the Louisville Hardwood Club.

Although the labor and traffic situations are expected to give the lumber industry trouble during the next few months, financial conditions are looking up, and the majority of the lumbermen feel that business is promising, and that there will be no shortage of money. It is estimated that there is now more money in circulation than ever before, and that the Liberty Loan will result in a still greater amount of money being placed in circulation. The early fall lull in business is said to have been largely due to the fact that consumers of lumber have been busy placing their business on a war time basis, and figuring out just how the new tax propositions would affect them.

WISCONSIN

John Kadletz, Shawano, Wis., will build a small sawmill and planing mill on the Wisconsin & Northern right-of-way in that city. The main building will be 48 x 64 feet in size.

It is reported that Libby, McNeill & Libby, wholesale grocers, Chicago, are contemplating the establishment of a sawmill and box manufacturing plant in Waupun, Wis., which will serve its extensive needs throughout the country. The sawmill will be 70 x 120 feet and the box factory 50 x 150 feet, and the investment in buildings and equipment will be about $75,000.

The Tipler-Grossman Lumber Company, Green Bay, Wis., hardwood wholesaler, has increased its authorized capital stock from $50,000 to

$100,000. The company recently decided to engage in the manufacture of hardwood lumber and is now erecting a saw and planing mill which will cost about $50,000 complete.

The Ideal Plaster Board Company, which moved from Fond du Lac, Wis., to Milwaukee in February, has leased a site to make satisfactory provision of machinery and equipment and is now establishing a plant at Third second and Bernard streets.

The Embarrass river, from Embarrass, Wis., to New London, Wis., is being cleared for the last time by the Hatten Lumber Company, to clear it of dead-heads. The Hatten company sent its final log drive down the river last spring.

The Rhinelander Refrigerator Company, Rhinelander, Wis., has increased its capital stock from $50,000 to $75,000 to accommodate its rapidly growing business.

John W. Kieckhefer, principal owner of the Kieckhefer Box Company, Milwaukee, has organized the Kieckhefer Paper Company, with a capital stock of $100,000. Mr. Kieckhefer several months ago purchased a large paper manufacturing plant in the Fox River valley of Wisconsin at re-[illegible] falls.

J. H. Boggess, 21 North Union street, Fond du Lac, Wis., has organized the Boggess Manufacturing Company to engage in the manufacture of mop wringers of his invention. J. J. Carberry is associated with him in the enterprise. A factory is being opened in the Haas building, Second and Macy streets.

J. J. Fitzpatrick, Madison, Wis., who has been associated with a number of mills and wholesale lumber concerns in Wisconsin for many years, has organized the J. J. Fitzpatrick Lumber Company to engage in the wholesale lumber business. Offices have been opened in the Wisconsin Life building at Madison. In recent years Mr. Fitzpatrick was connected with the Elliott Lumber Company.

Peter Lundquist, a well known logger of northern Wisconsin, has purchased 8,000 acres of timberlands near Laona, on the Poplar river, and will log the tract during the coming winter. A camp is being established at this time. The business will be operated under the firm name of Lundquist & Hanson.

The Albrecht Manufacturing Company, Kewaunee, Wis., manufacturer of boxes, crates, sash and doors, etc., is completing a new steam generating plant and enclosing the space between the two main mills to afford much-needed factory space. The entire plant is being equipped with a new steam heating and dust-collecting system.

The Oelhafen sawmill at Tomahawk, Wis., has closed for a month or six weeks for repairs and overhauling. The planing mill and other departments will continue in operation while the work is going on.

The Eau Claire Box & Crating Company, Shawtown, near Eau Claire, Wis., is extending its main factory 60 feet to provide the additional facilities required by its growing volume of business.

The Park Falls (Wis.) mill of the Roddis Lumber & Veneer Company, Marshfield, Wis., was shut down for annual repairs and will re-open about December 1. The company has sent more than 300 men into its various logging camps and expects to cut an ample amount of timber to keep both the Marshfield and Park Falls mills operating throughout the winter and late into next fall.

J. E. Sherman, Jr., and B. S. Sherman of Marquette, Mich., expect to conduct extensive logging operations in the Dead river country north of Ishpeming, Mich., during the coming winter. The central camp already has been established and two more will be opened later. The timber consists of spruce and mixed woods, mainly in stumpage. The logs will be brought to Marquette for manufacture.

The Gillett Supply Company, Gillett, Wis., has opened a large camp near Siding 83, five miles north of Long Lake, Wis.

The Park Falls Lumber Company, Park Falls, Wis., is building a complete cold storage, refrigerator and bakery plant in that city to supply its mills and camps with foodstuffs. Work is being rushed so that there may be no danger of a shortage of bread, meats and other foods for its employes during the coming winter.

The Willow River Lumber Company, Grand View, Wis., will operate seven or eight camps during the coming season. Five camps already are operating full blast. As soon as the required labor is available, the remaining camps will be opened. The first logs are expected at the Hayward mill late in November.

The Kiel Woodenware Company, Kiel, Wis., has taken occupancy of its new branch plant at Plymouth, Wis. The new factory will specialize in cheese boxes and the veneers will be shipped to Plymouth from its mill at Mellen, Wis. The Kiel plant is under the management of William Schnur.

The Dunphy Boat Manufacturing Company, Eau Claire, Wis., has started work on a government contract to furnish thirty-nine yawls for vessels of the United States Navy. Each boat is 24 feet long and weighs 3,500 pounds, and is equipped with the Gray motor. The hull is of heavy oak ribs. The yawls will be used for mine-laying. Two boats are being built every week.

The Railroad Commission of Wisconsin has granted the petition of the electric power companies in the Milwaukee district to increase their rates for energy by .31 cent per kilowatt for all power delivered in excess of 1,000 kilowatts a month. The increase affects only large consumers and amounts to about 22 per cent.

The Robbins Lumber Company, Rhinelander, Wis., has resumed logging

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

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Low Grade Lumber for Boxing and Crating

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151287 ft.....1" No. 2 & 3 Common
250000 ft.....1¼" No. 2 & 3 Common
150000 ft.....2" No. 2 & 3 Common

BIRCH

235000 ft.....1" No. 3 Common
185000 ft.....5/4" No. 3 Common

BUTTERNUT

18000 ft.....1" No. 2 & 3 Common

SOFT ELM

85000 ft.....1½" No. 3 Common

HARD MAPLE

186000 ft.....1" No. 3 Common
110000 ft.....1¾" No. 3 Common
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Payson Smith Lumber Co.

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Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

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Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

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We have a complete assortment of practically

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GOOD PLANING MILL FACILITIES

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Mills: RHINELANDER PARISH HELENA, ARK.

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GUM LUMBER
OAK LUMBER
OAK FLOORING

(The Famous Forked-Leaf Brand)

Southern Yellow Pine Unexcelled for Crating.
We have 115,000,000 feet in pile.
Accurately Manufactured, Carefully Graded, Priced Right

Long-Bell Lumber Company
R. A. Long Building Kansas City, Mo.

operations and expects to put in about 5,000,000 feet during the coming season. Only camps No. 2 and 5 will be operated and sixty men will be employed in each. The Robbins company is completing work on its new sawmill in Rhinelander and expects to put it into operation about Nov. 15.

The Langlade Lumber Company, Antigo, Wis., is installing machinery for reducing slabwood to make it suitable for use as a fuel in the home and thus is relieving the acute shortage of wood fuel in Antigo and vicinity. The facilities are being provided merely as an accommodation to the public.

The Sawyer-Goodman Company, Marinette, Wis., is again operating its mills after being closed for nearly three months because of labor disputes.

The Keune Bros. sawmill at Centerville, Manitowoc county, Wis., has been purchased at foreclosure sale by the Oriental Mills Company, for $2,000, the amount of the mortgage. The mill has been idle for several years but will be reopened.

M. P. McCullough, chairman of the Bureau of Trade Extension, Northern Hemlock and Hardwood Manufacturers' Association, has been elected acting president of the Employers' Mutual Liability Insurance Company of Wausau, Wis., to complete the unexpired term of Neal Brown, who passed away recently.

Wisconsin mutual liability companies writing protection for employers under the Wisconsin workmen's compensation act, made the best showing of all companies in premium income and low cost of doing business during 1916, according to the annual statement on compensation insurance just issued by the Industrial Commission of Wisconsin. The total net premium income of all companies operating in Wisconsin last year was $1,783,887. The total management cost of stock companies was 41 per cent of earned premiums; of Wisconsin mutuals, 22 per cent; of foreign mutuals, 29 per cent, and of inter-insurance exchanges, 30 per cent. Total disbursements for losses by all companies in 1916 were $1,289,673, or 74 per cent of earned premiums. The average management expense was 35 per cent.

The Hardwood Market

CHICAGO

Chicago is doing well in some directions and poor in others. A great quantity of lumber is clearing through this important market which goes into war uses, directly or indirectly, and on the other hand the normal consumption for lumber continues to be slack. There is an almost utter stagnation in the building trades and, of course, consequent further slackening off of hardwood demand going into building uses. Still in the face of great odds, the lumber markets are holding up in surprising fashion and very little cheap lumber is finding its way into this, or according to reports, into any other important markets.

Word comes from all mill centers of continued curtailment in production on account of logging and labor difficulties which tend to hold up the tone of quotations. The factories as a whole are fairly well stocked up on the lumber they need as they bought pretty freely in anticipation of shipping difficulties. Many buyers also seem to believe that there is further chance of the markets breaking and their disposition is to wait a little longer before placing orders. From the general tone though there is little chance of this hope being realized.

BUFFALO

The hardwood demand has slowed up to some extent within the past two or three weeks and the yards have been hampered by rainy weather, which has held up the filling of many orders. War-order business is still offering in fairly large volume. There is less doing than usual in either the building line or the furniture trade. It is a situation where specialties predominate and some wholesalers say the demand is largely for woods that nobody has, which is something of an exaggeration, for assortments here are larger than most anywhere else.

Among the woods most in demand are oak and ash, mostly in thick stock. One-inch oak is a slow mover, but there is sale for all the thick oak that dealers acquire. Maple is in fair demand, but is not so much wanted as it was a few months ago, and prices are said to be less strong. Whatever slowing down has occurred is attributed to the falling off in automobile trade. Gum was in good demand from these factories for a time, as a substitute for maple, but business is not as good in this wood as it formerly was. The demand for poplar, birch, cypress and one or two other woods is fairly good.

PITTSBURGH

Trade in hardwoods is beginning to suffer in sympathy with the falling off in demand for the pines and for hemlock. Hardwood wholesalers have expected little of the retail yard trade for some time. In October it was worse than ever and this month it does not give promise of being any better. Business with manufacturing concerns is dragging. Purchasing

agents do not favor buying on a falling market and are waiting for still lower prices. Trade in medium grade hardwoods for mining purposes is fairly good. Considerable business is being done with the railroads on bridge and construction timbers. In general, however, it is certain that the total demand for hardwood is much smaller than in August and September, and with the inventory season right at hand, wholesalers do not expect any gain in this market before January.

BOSTON

The New England hardwood market continues to absorb moderate amounts of cabinet and finish woods; the demand for core and veneer is relatively greater than in the past, but there seem to be no items at present in such call as to record any further advances in price. The labor situation in the large centers is critical. Wages and conditions are better than ever before, but the quantity and quality of labor available is such as to discourage any hope of economical production or construction. Government works have served to increase the buying power of thousands of men and thus supplied a purchasing market which is expected to last for some time. Many furniture factories have been stocking up to a fair extent in anticipation of a reasonable demand for goods as well as provision for a long season of transportation prohibitions. These many activities turning for the present on the essentials of the war have been very favorable to this manufacturing territory, but there is of course much uncertainty how long it is to last and what developments await the trade upon the return of wholly commercial demands.

BALTIMORE

No important change is noted in the hardwood situation. All of the stocks in general use are called for with sufficient frequency to take up the output of the mills, but the railroad situation is worse and it is increasingly difficult to have shipments sent forward. Embargoes are more of an impediment than ever before, large sections being affected and virtually closed against trade, so that the business done is materially curtailed. The dealers never have orders in any considerable number ahead, being always near the last of the commitments, though, to be sure, new business continues to come in and the current keeps up in sufficient force to enable at least some of the shippers to make an impressive showing. It is the uncertainty of the situation that is complained of, calculations as to what may be done or is likely to be done being impossible at this time. As to the volume of business, reports vary. Some state that orders have fallen off and that the business has shifted to such an extent that stocks are sought only as deficiencies in the assortments may develop from time to time. Others again take advantage of every opportunity to increase their holdings or to get in new supplies, declaring that the lumber goes out as fast as it comes in. All complain of the car railroad service but the latter class exhibit decided optimism as to the outlook and take the view that the inquiry will continue active, with the range of prices high. Perhaps no division of the trade looks for a material recession in the range of values, and it is the outlook for new business that causes concern. Notice is taken of the fact that the chances of making sales for private account grow smaller, the government looming up more and more as one of the chief buyers. Of course, this is more the case with regard to southern pine than to hardwoods, but even these are wanted on government account to an extent that constitutes an important proportion of the whole, or the distribution is so interfered with by the requirements of the authorities in the way of railroad facilities that private orders must wait. It is also noticed that work not regarded as necessary for the conduct of the war has been gradually sidetracked for such activities as are in some way connected with the conflict and with keeping up military supplies. That this is bound to affect even the hardwood trade to an appreciable degree seems certain. Exports are very much restricted, except in some directions, and the outlook for a material widening of the foreign movement is by no means bright.

COLUMBUS

The hardwood trade in central Ohio territory continues strong in every respect. Buying on the part of retailers is limited to immediate wants, but factories are buying more liberally. Concerns making furniture and boxes are the best customers. Orders are being placed by factories making vehicles and implements. On the whole the tone of the market is satisfactory and prospects are believed to be good.

Retail stocks are fairly large but dealers are loath to accumulate a surplus under present conditions. Consequently, orders to replace broken stocks are placed, but little buying for the future is reported. Lower grades are especially active as there is a scarcity in such grades in certain sections. Building operations are not very active.

Shipments are slow in coming out. Lack of motive power is given as the principal cause. Mills are urging shipments but the railroads are unable to handle them. Embargoes against shipments to certain roads are also holding up deliveries. The railroad situation is anything but satisfactory and there is little hope for improvement during the winter months. Collections are fairly good, as money continues easy.

Plain and quartered oak is in good demand at prices unchanged from a fortnight ago. Poplar is one of the strongest points in the market and recent advances in the lower grades have been announced. Ash and basswood are strong and other hardwoods are unchanged.

Swain Roach Lumber Co.
SEYMOUR, INDIANA

We have the following dry stock ready for shipment:

2 cars 12 4 1sts & 2nds Poplar
2 cars 12 4 No. 1 Com. & Better Elm
3 cars 8 4 No. 1 Com. & Better Elm
2 cars 4 4 No. 1 Com. & Better Elm
1 car 8 4 No. 1 Com. & Better Beech
1 car 4 4 No. 1 Com. Ash
1 car 5/8 No. 1 Com. Ash
2 cars 4 4 1sts & 2nds Qtd. White Oak
1 car 4 4 No. 1 Com. & Better Qtd. Red Oak

Two Band Mills Prompt Shipment

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Best Indemnity at Lowest Net Cost
Can Be Obtained From

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The Lumbermen's Mutual Insurance Company Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

CINCINNATI
Hardwood Manufacturers and Jobbers

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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

The Tegge Lumber Co.
High Grade
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Hardwoods and Mahogany
Specialties
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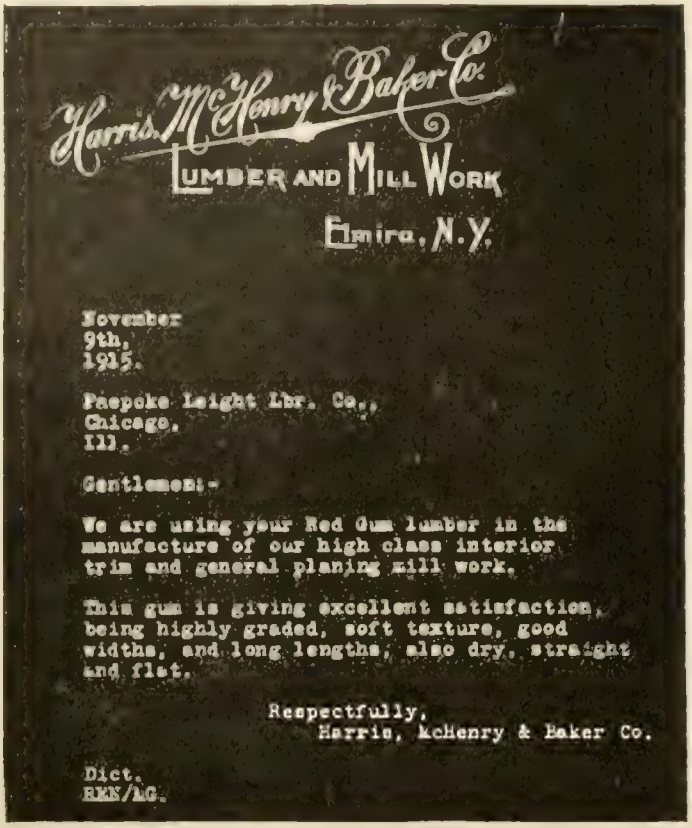
Milwaukee, Wisconsin

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



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Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST.

CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

CLEVELAND

Tightening of the hardwoods market all along the line is noted in the Cleveland district, in spite of the fact that a curtailment of building operations is noted with the advent of snow and real winter weather. Inability to obtain plentiful stocks, and prospects for meager shipments of mills, both from the South and the West, is taken as the cause for this condition here. This applies especially to the lower grades, which are in best demand. Oak and maple flooring still head the list, the outlet being in apartment, hotel and manufacturing buildings. The big demands on automobile concerns here from the United States government are affording a strong outlet for ash, hitherto rather quiet. All these materials have strengthened considerably in the last fortnight, and although prices have not been shaded, there is no indication that sellers are eager for business at present quotations. In the absence of plentiful supplies in any material, yards are stocking up wherever possible. Lack of labor, due to the inroads made by the draft, has caused a dearth of western products, notably fir and cedar. Advices received here this week indicate mills are preparing to shut down because of labor shortage, and chances for replenishment of local stocks of these and other western materials seem remote.

It is stated that bankers now look upon new building operations in the light of extensions, and that they wish to make their loans in a liquid state instead. Thus where considerable building might be under way, it has been impossible for loans to be negotiated. This is particularly significant in the matter of small house construction, which affords the principal outlet for hardwoods. On the other hand this condition has been offset somewhat by the increase in building operations generally in September, which showed an increase of more than $134,000 over September, 1916. This condition does not prevail so markedly in the small towns and country districts outside of Cleveland and other big Ohio cities, and hence the outlet in that direction is being taken advantage of by the trade here.

INDIANAPOLIS

The demand for hardwoods is about normal. Consuming industries are buying steadily but their orders are not very large. Labor is one of the chief difficulties being faced by the manufacturers. This condition is becoming more acute with the result that many companies are now employing women and others are contemplating this plan. Workmen are constantly being taken from their duties by the army draft boards, and others are accepting positions with companies engaged in filling war contracts. In most instances the latter companies are able to pay higher wages.

There is an increased demand for the first grades of plain and quartered oak. No. 2 plain oak also is in better demand than it had been for the last few months. Thick stocks of gum, ash, and hickory are in fair demand, and many dealers report an improvement in the movements of poplar.

The sash and door trade is inactive as there has been very little activity in building circles. A heavy run of business is not expected until spring. Retail stocks are about up to normal, and the retail trade is doing little buying at this time. Prices are fairly well maintained.

EVANSVILLE

Trade with hardwood lumber manufacturers has not been brisk for the past month, yet a good many orders have come in and things have been moving along about as usual at this time of the year. It is predicted that November will bring in a larger volume of trade than October. Most of the up-town mills in Evansville are being operated on an average of from ten to fifteen hours a day, but only one of the large river mills is now running. While logs are more plentiful than they were, still some manufacturers report their supply is running low and prices on logs the highest they have ever paid. Collections are good. Lumber prices are holding firm and it is predicted prices on certain grades will continue to advance. Quartered white oak has not been in good demand for some time. Plain white oak is moving well and quartered sycamore has been in good demand up to a few weeks ago. Walnut is in fair demand, especially the best grades which are being used by the federal government in the manufacture of blades for aeroplanes. Gum has been off for some time. There has been a strike on at most of the large furniture factories in Evansville during the past three weeks and consequently they have not been in the market for any lumber. The closing of these factories has also affected the veneer business in this section. Poplar and ash remain in strong demand. Elm and maple are fair. A good deal of cottonwood is being brought in to supply the large box factories. Local retail business is only fair. Sash and door men report a nice out of town business. Planing mills have been fairly busy. Yellow pine dealers say their business is no better than that of last fall and local contractors and architects look for no improvement in building lines until next spring.

MEMPHIS

Better demand is reported for southern hardwoods than recently. The tone of the market is likewise better with greater independence on the

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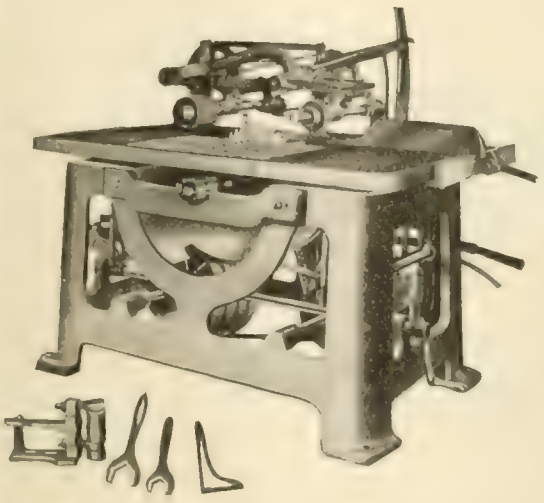

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Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

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The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

part of owners because labor is scarce, car shortage threatening in production, and there is an increasing scale of cost. Stocks are considerably broken in a number of directions with the indicated curtailment of output. An actual scarcity of lumber is far more probable than any excess that will prove burdensome. Anticipated lower prices for lumber have not materialized and many orders are coming in from those who were holding back. Cars are going to become scarcer and that is stimulating the placing of orders by consumers who prefer to anticipate their requirements. Inquiries are more plentiful in most items and more orders are being actually booked. It is admitted that there is dullness in some classes of high grade lumber, but encouragement is felt over the more recent change for the better in market conditions.

There is good demand for the lower grades of cottonwood and gum. Box manufacturers continue to do a large business and their wants are heavy enough to take care of all Nos. 1, 2 and 3 common in both cottonwood and gum. There is also a good call for sap gum in the higher grades. Plain and quartered red gum in the higher grades, is moving with only a fair degree of readiness. Plain oak in stock thicker than 4/4 is wanted in considerable volume but inch common is in limited request, largely as a result of the diminishing business being done by the manufacturers of flooring. Heavy timbers are in good demand in practically all items and low grade stock of virtually every character is moving out about as fast as it is being manufactured. The stoppage of building operations in so many parts of the country and the restriction of furniture manufacturing operations are exerting an unfavorable influence on most high grade lumber and this is moving in less satisfactory volume than the lower grades.

Manufacturing operations are curtailed as a result of the scarcity of labor and the shortage of cars for handling logs to the mills.

LOUISVILLE

During the latter part of October business showed an appreciable increase over what it had been in the earlier fall, and a number of local hardwood manufacturers report November business as the best of the fall season. While orders are not running in large numbers, the volume is heavy enough to keep the mills going. Traffic conditions are on about a par with those experienced in 1916, and many operators are backward about quoting any future delivery business. At present there are embargoes at Ohio river crossings against various commodities from the South, and the car shortage is such that hardly anyone is now getting a full supply of equipment. Inch lumber is not so good as had been expected in hardly any wood, but all thick stocks are good, oak, elm, gum, ash, poplar, maple, hickory and cottonwood all being in fair demand. Low-grade cottonwood, gum, poplar, etc., is selling freely to box manufacturers, who are doing capacity business.

The labor shortage is the greatest handicap the lumber industry is facing just now, and some of the southern mills expect to close down shortly, and probably stay down until the completion of the harvesting season. Men are badly needed in the fields, and the planters are willing to pay very high wages. This has resulted in a considerable decrease in the cutting and marketing of logs by small holders, while the real forest operations have been held down by short woods crews. In Louisville as in other large southern cities the mills are able to get a fair percentage of high priced labor, but in the country districts the situation is serious. The chief demand for hardwoods at present is coming from direct or indirect government orders, but it is beginning to look as though there may shortly be an improvement in the building and furniture trades. There is also an active demand from musical instrument manufacturers, who have been especially good buyers of mahogany, walnut and other dimension stock, and veneers.

MILWAUKEE

Logging operations are getting under full headway in northern Wisconsin and while there still exists a serious shortage of woodsmen, logging and lumber companies for the most part have filled their requirements fairly well. As a rule, however, most operators are running less than their full number of camps, due not only to the lack of men, but to the difficulty of getting sufficient supplies. If conditions surrounding labor, foodstuffs, materials, equipment, etc., were more favorable, it is likely that the cut during the coming winter would be the largest in several years, as the demand for lumber continues at a high mark and everything that can be produced during the coming years undoubtedly will find a ready market at good prices.

Those who were under the impression that lumber prices would see a gradual decline have been disappointed. Lists have continued to stiffen and probably will continue to do so. It is said by authorities that were the war to end at once, it would be hardly reasonable to expect a downward movement of prices, as the needs of this country alone are sufficient to keep all mills running at capacity for a long time.

A cause of worry to loggers and mill operators as well, is the high wages demanded by all classes of labor. The wage scale has been going upward by leaps and bounds and sooner or later must be reflected in lumber prices. This is only another reason why much confidence is being expressed in the ability of the lumber market to hold its own for an indefinite period.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

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Eight words of ordinary length make one line.
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EMPLOYMENT WANTED

MANUFACTURERS-WHOLESALERS-EMPLOYERS

when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Salesmen, J. H. RUMBOLD, Sec'y, North Tonawanda, N. Y.

EMPLOYES WANTED

WANTED—SALES MANAGER

for hardwood manufacturing and wholesale office. State age, experience on road and in office, and salary expected. Address, "BOX 112," care HARDWOOD RECORD.

WANTED—A FIRST-CLASS

Veneer cutter to run a capital rotary, one who thoroughly understands cutting both plain and figured woods. Also, a thoroughly experienced man to run a clipper. Apply
C. L. WILLEY COMPANY, Chicago.

WANTED—HEAD SAWYER

To operate band mill, steam feed and log turner. Give references. SANDERS & EGBERT CO.,
South Bend, Ind.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

LOGS FOR SALE

FOR SALE.

1,000,000 feet of Birch
1,000,000 feet of Maple
200,000 feet of Soft Elm
200,000 feet of Basswood

GURNEY LUMBER CO., Gurney, Wis.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE—320 ACRES

Virgin stumpage near Dobbs postoffice, Fayette County, Ala. Address, F. D. CLAGGETT, 102 Ingalls Bldg., Cincinnati, O.

FOR SALE

Forked leaf White Oak 14" & up, 39 million
Red Oak 14" & up, 17 million
Ash 14" & up, 3 million
Hickory 14" & up, 5 million
Gum 14" & up, 12 million
All in a solid body, high lands on main line railroad. For full information write "BOX 111," care HARDWOOD RECORD.

FOR SALE

Twenty thousand acres of timberlands in Desha County, Ark.; a fine opportunity for mill owners to secure future supplies. For particulars address, A. MAAS & CO., Memphis, Tenn., sole agents.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,
Forest Engineer,
East Tennessee Bank Bldg.,
Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer,
158 Fifth Avenue, New York, N. Y.

LUMBER WANTED

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WE WANT FOR CASH

10 cars 1" No. 3 Com. Hardwoods. In quoting please state age, species, widths and lengths.
JOHN I. SHAFER HDWD. CO.,
South Bend, Ind.

WANTED

Southern or Northern White Ash 1" and 1¼" No. 2 common grades. Also soft maple 1¼" and No. 2 common ash cut ⅝" thick. Mail prices. THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED—WHITE ASH

2" and thicker No. 1 common and better. Send us list of your stocks. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

CROSS TIES AND OAK CAR STOCK

Wanted. We are in the market for all kinds railroad cross ties, oak car stock, dimension stock and long oak, both red and white. Inspection and payment as loaded. What have you to offer? Write W. B. CRANE COMPANY, 913 W. 22nd St., Chicago, Ill., or Jonesboro, Ark., or P. O. Box 67, Ashland, Ky.

ALWAYS IN THE MARKET FOR

4/4 to 12/4 log run White Pine
4/4, 5/4, 6/4 No. 3 Com. Poplar, Basswood, Buckeye, Chestnut, Gum, Spruce and White Pine, rough, dressed and resawn. Send us your offers. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

HICKORY WANTED FOR CASH

We want 20 cars of 2, 2½ & 3" Hickory, all grades, green or dry for shipment within ninety days. Prompt cash payment—mill inspection.
JOHN I. SHAFER HARDWOOD CO.,
South Bend, Ind.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10' to 14' long, inclusive. Could use a few cars all 10'. Write fully describing stock for lengths and average widths. Pay Cash.
E. L. EDWARDS LUMBER CO., Dayton, O.

WANTED TO BUY

2½x3½—7' & 8' Clr. Red & White Oak.
3¼x3½—8' & 8'6" Clr. White Oak.
2¾x4½—12' Clr. Tough Oak.
1¼x2¼—4'6" & 5' Clr. Oak.
Each item is a separate shipment; write us for orders.
THE PROBST LUMBER COMPANY,
Cincinnati, Ohio.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

VENEERS FOR SALE

FOR SALE

400,000 ft. pencil striped mahogany veneer, nice stock. Apply, THE WABASH CABINET CO., Wabash, Indiana.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 37 years experience.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

James D. Lacey Timber Co.

332 South Michigan Avenue, Chicago

LUMBER FOR SALE

FOR SALE—BIRCH

2 cars 10/4 No. 1 Com. & Bet.
2 cars 12/4 No. 1 Com. & Bet.
2 cars 5/4 No. 1 Com. & Bet.
2 cars 4/4 No. 1 Com. & Bet.
Send us your inquiries.
BUFFALO HARDWOOD LUMBER CO.,
940 Seneca St.,
Buffalo, N. Y.

WANT TO MOVE QUICK

Southern

100,000 feet 4/4 No. 2 common Gum
150,000 feet 4/4 No. 1 Com. & Bet. Gum
125,000 feet 4/4 No. 2 Com. & Bet. Tupelo
3 cars 4/4 No. 2 Com. & Bet. Soft Elm
3 cars 8/4 No. 2 Com. & Bet. Soft Elm
3 cars 4/4 No. 2 Com. & Bet. Soft Maple
3 cars 8/4 No. 2 Com. & Bet. Soft Maple
35,000 feet 4/4 & 8/4 No. 2 & bet. Oak and Ash

Northern

100,000 feet 4/4 No. 1 Com. & Bet. Birch
100,000 feet 4/4 No. 1 Com. & Bet. Basswood
100,000 feet 4/4 FAS Hard Maple
PARKER-KELLOGG LUMBER COMPANY,
154 W. Randolph St., Chicago, Ill.

FOR SALE

100M feet 4/4 No. 2 Com. Black Walnut
500M feet 5/4 log run Cottonwood
SAUNDERS-STRIEBY LBR. CO.,
Kansas City, Mo.

TIMBER FOR SALE

FOR SALE IN WHITLEY CO., KY.

1,500 acres of timber; cut 5,000 ft.; $10 per acre. 20 per cent oak and poplar, balance hemlock, pine, etc. $6 haul to railroad. J. C. WILLIAMS, Box 525, Etowah, Tenn.

MACHINERY FOR SALE

FOR SALE—6' BAND MILL

Complete, including power plant and filing room machinery, Fay & Egan mill and Smith-Myers-Schnier carriage.
Address BOX 238, Lebanon, Ky.

FOR SALE

Hardwood flooring plant equipped for making thin strip and block flooring and general millwork, includes power plant, dry kiln and warehouse. Has always enjoyed a liberal trade and is a good location for retail business; to the right man a splendid location or will sell the equipment to be moved. Address BOX 238, Lebanon, Ky.

FOR SALE

1 tubular boiler, 72"x18', with 110x3½" tubes, special made and in good condition. THE TALBERT-ZOLLER LUMBER & VENEER CO., Winton Place, Cincinnati.

FOR SALE

1—15x15—250 H. P., 200 R. P. M. Lycoming engine with Fairbanks, Morse generator, 100 K. V. A. in first-class condition. Can ship immediately. NEW ALBANY VENEERING CO., New Albany, Ind.

WOODWORKING MACHINERY FOR SALE

We have for sale the following equipment, which, used only a few months is all in A-1 shape:

1 Francis Hydraulic Press Pump, patent unloading device ects. including seventy-six 30-inch clamps, fifty 40-inch I beams and thirty 34-inch I beams.

1 Dennis Taping Machine and 20 rolls of tape.

1 30-inch #225 Fay & Egan three-drum Sander.

WOOD-MOSAIC COMPANY, Huntington, W. Va.

MACHINERY WANTED

WANTED—TO BUY

Second-hand veneer saw in first-class condition, iron staylog preferred.

THE BUCKEYE VENEER CO., Dayton, O.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/4"; **COM. & BTR.**, black, 4/4. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS 4/4 & 6/4", 10" & up, all lgths., 6 mos. dry; **NO. 2 C.** 8/4", 4" & up, all lgths., 6 mos. dry. THE MOWBRAY & ROBINSON COMPANY, Cincinnati, O.

FAS 5/4 & 8/4"; **FAS** 10/4, 11-12" & up. NICKEY BROS., INC., Memphis, Tenn.

ALL grades 4/4-16/4", special wdths. & lgths., dry. RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR. 5/4", av. wdths. & lgths., full product. STACK LUMBER CO., Masonville, Mich.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 & BTR. 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

NO. 2 C. & BTR. & NO. 3 C. 5/4", av. wdths. & lgths., full product. STACK LUMBER CO., Masonville, Mich.

BIRCH

FAS 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4", 10-16'; **FAS** 10/4", 12" & wider, 10-16'; **STEPS** 5/4 & 6/4", 11" & wider, 10-16'. THEO. FATHAUER CO., Chicago, Ill.

FAS SEL., red, 6/4 & 8/4"; **NO. 1 C. UNSEL.** 5/4 & 6/4"; **NO. 2 C. UNSEL.** 5/4"; **NO. 1 C. & BTR. UNSEL.** 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR. 3/4 & 8/4", av. wdth. & lgths. STACK LUMBER COMPANY, Masonville, Mich.

FAS. 4/4-16/4", 6" & up, std., lgth., 24 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

CHERRY

FAS & NO. 1 C. 4/4", good wdths., 50% or more 14 & 16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/8"; COM. & BTR. 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

CEDAR

TENN. RED, 4/4". BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

CHESTNUT

NO. 1 C. & BTR. 4/4", good wdths. 50% 14 & 16'; 2 yrs. dry. THE ATLANTIC LBR. CO., Buffalo, N. Y.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 8/4", std. wdth., reg. lgth., 18 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

COTTONWOOD

COM. & BTR. 4/4". GAYOSO LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4", 4" & wdr., 60% 14-16', 4 mos. dry. GOODLANDER - ROBERTSON LBR. CO., Memphis, Tenn.

BOX BDS. 4/4", 9-12", 60% 14 & 16', 6 mos. dry; **FAS** 4/4", 6-13" & up, 50% 14 & 16', 6 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 & 2 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

BOX BDS. 4/4", 8-12" and 13-17"; **FAS** 4/4", 6-12"; **FAS** 8/4"; **NO. 1 C. & NO. 2 C.** 4/4 & 5/4". THREE STATES LBR. CO., Memphis, Tenn.

CYPRESS

FAS & NO. 1 SHOP 4/4, 8/4 & 10/4"; **NO. 1 C.** 4/4". NICKEY BROS., INC., Memphis, Tenn.

SHOP & BTR. 4/4. STIMSON VENEER & LBR. CO., Memphis, Tenn.

SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 12 mos. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS & NO. 1 C. 10/4 & 12/4". BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR. 8/4"; **NO. 2 C. & BTR.** 10/4 & 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4 & 12/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR. 4/4", av. wdths. & lgths. STACK LUMBER CO., Masonville, Mich.

LOG RUN 8/4, 10/4 & 12/4". THREE STATES LUMBER CO., Memphis, Tenn.

GUM—SAP

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4, 5/4, 6/4 & 8/4"; **NO. 1 C. 6/4".** GEO. C. BROWN & CO., Memphis, Tenn.

FAS 5/8", reg. wdth. & lgth., dry; **NO. 1 C.** 5/8 & 4/4", reg. wdth. & lgth., dry; **NO. 2 C.** 4/4", reg. wdth. & lgth., dry. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. QTD. 6/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 & BTR. 4/4", 4" & wdr., 60% 14-16', 6 mos. dry; **NO. 1 & BTR.** 8/4", 6" & wdr., 60% 14-16', 8 mos. dry; **NO. 1 & BTR.,** rift sawn, 8/4", 4" and wdr., 60% 14-16', 6 mos. dry; **NO. 1 & BTR.,** rift sawn, 12/4", 4" and wdr., 60% 14-16', 3 mos. dry. GOODLANDER-ROBERTSON CO., Memphis, Tenn.

BOX BDS. 4/4", 9-12". NICKEY BROS., INC., Memphis, Tenn.

CLEAR STRIPS, No. 1 C. & NO. 2 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS 4/4", 13" & up, 50% 14-16', 6 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4 & 6/4"; **NO. 1 C.** 4/4 & 5/4; **NO. 2 C.** 4/4". THREE STATES LUMBER CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS & NOS. 1 & 2 C. 4/4, 5/4, 6/4 & 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR. 5/4 & 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/8 & 8/4"; **NO. 1 C.** 3/8 & 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS & NO. 1 C. 4/4 & 5/4". THREE STATES LUMBER CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 4/4", reg. wdth. & lgth., 6 mos. dry; **COM. & BTR.** 6/4", reg. wdth. & lgth., 7 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 & BTR. 8/4", 4" & wdr., 60% 14-16', 8 mos. dry. GOODLANDER - ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4, ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

HARDWOODS FOR SALE

FAS 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. 8/4". THREE STATES LUMBER CO., Memphis, Tenn.

FAS 6/4, 8/4, 10/2 & 12/4", reg. wdth. & lgth.; NO. 1 C. 6/4, 8/4 & 10/4", reg. wdth. & lgth., sap no defect. UTLEY-HOLLOWAY CO., Chicago, Ill.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4", reg. wdth. & lgth., 12 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR. 8/4, 40% 14-16', 2 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

COM. & BTR. 12/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—MISCELLANEOUS

NO. 1 & BTR. QTD. BLACK 4/4", 4" & wdr., 60% 14-16', 4 mos. dry; NO. 2 & BTR. TUP. 4/4", 4" & wdr., 60% 14-16', 4 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR. TUP. 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

BOX BDS. 4/4", 9-17", 60% 14-16', 4 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

LOG RUN 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C. & BTR. 4/4 & 8/4", good wdths., 14-16', 2 yrs. dry; FAS 12/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS STEPS, 5/4 & 6/4", 11" & wider, 10-16'; NO. 1 C. STEPS, 5/4", 10" & wider, 10-16'; NO. 1 C. STEPS, 8/4", 12" & wider, 10-16'. THEO. FATHAUER CO., Chicago, Ill.

NO. 2 C. 8/4"; NO. 1 & BTR. 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 & BTR. 4/4", av. wdth. & lgth.; NO. 2 & BTR. 8/4", av. wdth. & lgth.; NO. 3 C. 5/4", av. wdth. & lgth. STACK LUMBER CO., Masonville, Mich.

NO. 1 & BTR. 4/4-16/4", std. wdth. & lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 1 C. & BTR. 4/4", good wdth., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 & BTR. 4/4", av. wdth. & lgth., full product. STACK LUMBER CO., Masonville, Mich.

OAK—PLAIN RED

NO. 2 C. 4/4". BABCOCK LUMBER CO,. Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 & 2 C. 4/4 & 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., 14 mos. dry; FAS 5/4", reg. wdth. & lgth., 8 mos dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 5/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 5/4", 12" & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4, 5/4, 6/4 & 8/4", 6" & up, all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS, NO. 1 C. & NO. 2 C. 3/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4-16/4", std. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4"; NO. 1 & 2 C. 4/4, 5/4 & 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS & SEL. 4/4", reg. wdth. & lgth., 8 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4", 10" & up, all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 4/4", good wdths. and lgths., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS, NO. 1 C. & NO. 2 C. 5/8". NICKEY BROS., INC., Memphis, Tenn.

NO. 1, 2 & 3 C., all 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR. 4/4-16/4", std. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 1 C. 5/4", reg. wdth. & lgth., 1 yr. dry; FAS & NO. 1 C. 6/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. 4/4", 14 mos. dry, F. T. DOOLEY LUMBER CO., Memphis, Tenn.

FAS & STRIPS, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/8", 3/4 & 4/4". NICKEY BROS., INC., Memphis, Tenn.

OAK—QUARTERED WHITE

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 2 C. 3/4", reg. wdth. & lgth., dry; NO. 1 C. 3/8 & 5/8", reg. wdth. & lgth., dry. R. J. DARNELL, INC., Memphis, Tenn.

CLEAR, 4/4", 2½-5½", reg. lgth., 1 yr. dry, bright sap no def.; FAS 5/4", reg. wdth. & lgth., 1 yr. dry; FAS 6/4", reg. wdth. & lgth., 8 mos. dry. F. T. DOOLEY LUMBER CO., Memphis, Tenn.

SEL. 4/4", reg. wdth. & lgth., 14 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 1/2 & 3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C, 4/4" to 5/4", reg. wdths. and lgth., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS 4/4 & 5/4", 10" & up, all lgths., 6 mos. dry; FAS 5/4", 4" & up, all lgths., 6 mos. dry; FAS 4/4", 6" & up, all lgths., 6 mos. dry; NO. 1 C. 5/4", 6" & up, all lgths., 6 mos. dry; CLEAR STRIPS 5/4", 3-5½", all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 3/8 & 3/4"; COM. & BTR. 1/4"; SEL. 3/4", 16" & up; NO. 1 C. 6/4"; NO. 2 C. 3/4 & 4/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth.; CLEAR & NO. 1 C. STRIPS, 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark

NO. 1 C. 4/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 8/4", reg. wdth. and lgth., 3 yrs. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

POPLAR

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", 7" & up, 50% 14 & 16', 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

BOX BDS. 4/4", 9-17"; CLEAR STRIPS 4/4", 2½-5½". NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

BOX BDS. 4/4", 9-12", 45% 14-16', 4 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 C. & BTR. 5/8-16/4", std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

PINE YELLOW

NO. 1 C. & BTR. 8/4", 4 to 12", 10 to 16', 6 mos. dry, largely 14 & 16' and extra well manufactured. J. M. LOGAN LBR. CO., Knoxville, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4, 5/4 & 8/4", 6 & 7", 8-14', 6-10 mos. dry; FAS QTD. 4/4", 5-7", 8-14', 1 yr. dry; FAS 4/4", 8' & up, 5-7", 10 mos. dry; FAS 5/4", 8" & up, 5-7', 10 mos. dry; FAS 8/4", 6" & up, 5-7', 10 mos. dry; NO. 1 C. 4/4, 5/4, 6/4, 8/4 & 9/4", 4" & up, 4-14', 8-12 mos. dry; SEL. 4/4", 4" & up, 6-14', 1 yr. dry; NO. 2 C. 4/4, 5/4 & 6/4", 4" & up, 4-14', 8-10 mos. dry; CLEAR FACE 4/4", 4" & up, 18, 24 & 32" long, 1 yr. dry; CLEAR FACE 5/4", 4" & up, 24-54", 1 yr. dry; CLEAR FACE QTD. 4/4", 4" & up, 36, 42, 48 & 54", 1 yr. dry. GEO. W. HARTZELL, Piqua, Ohio.

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4 & 5/4; NO. 2 C., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 & 2 C. 4/4", 3" & up, all lgths., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. 5/8 & 3/4", 4" & up, 6' & up, 2 yrs. dry; NO. 1 C. 4/4", 4" & up, 6' & up, 1 yr. dry; NO. 1 C. 8/4", 4" & up, 6' & up, 4 mos. dry; NO. 2 C. 4/4, 6/4 & 8/4", 4" & up, 6' & up, 1 yr. dry. PENROD WALNUT & VENEER CO., Kansas City, Mo.

FLOORING—MAPLE

PRIME 13/16 x 4, 1 1/16 x 4; CLEAR 13/16x 1½, 1 1/16x2¼; NO. 1 13/16x1½. KERRY & HANSON FLOORING CO., Grayling, Mich.

DIMENSION STOCK—WALNUT

CLEAR, 25,000 pcs. 1½x1½-19", 1 yr. dry; CLEAR, 25,000 pcs. 2x2-12", 5,000 pcs. 2x2-19", 14,000 pcs. 2x2-32", 2,000 pcs. 2x2-42", 3,000 pcs. 2x2-48", 2,000 pcs. each 2x2-54" and 2x2-60". GEO. W. HARTZELL, Piqua, Ohio.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

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19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
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Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan Michigan

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

50 M 5/4 No. 1 & 2 Common MAPLE.
50 M 7/4 No. 1 Common & Better MAPLE.
50 M 8/4 No. 2 Common & Better MAPLE.
50 M 12/4 No. 3 Common MAPLE.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co.

Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

We have the following for sale

One 10 H.P. Fuller & Johnson Gasoline Engine. First-class condition. Price, $175.00, f. o. b. cars shipping point

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.

WISCONSIN AND MICHIGAN HARDWOODS

PERFECT SAW TEETH *and* HOW TO MAKE THEM

THESE two inexpensive tools will produce Saw Teeth that will increase your cut and decrease your cost of manufacture. They insure maximum cutting efficiency from each individual tooth.

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One pull of the lever and your Saw Teeth are exactly swaged. Note the perfect shape—the heavy shoulder—the broad cutting edge and the uniformity of every tooth.

The Pribnow Shaper

Then next comes the Pribnow Shaper. See the reinforced cutting edge. See how we have built up the point surfaces of the tooth. This insures long wear and prevents chipping and breaking off of the keen cutting parts.

Then a round on the automatic and the work is done.

The whole outfit will pay for itself in the ordinary mill in a few days, by making more and better lumber at less cost. It makes no difference what tools you are now using, the above combination will make money for you. Both tools made for all sizes of band, circular and gang saws.

Write for our book "H. R." 168 pages of information about Saws for all purposes, Saw Filing Tools and Machine Knives. A complete telegraphic code and tables of instruction for speed of Circular Saws, rules for calculating same, table of comparative gauges and a world of valuable information.

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E. C. ATKINS & CO., Inc.

ESTABLISHED 1857

The Silver Steel Saw People

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Machine Knife Factory, Lancaster, N. Y.

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Chicago	New Orleans	San Francisco	Sydney, N. S. W.
Memphis	New York City	Vancouver, B. C.	Paris, France

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If it is to be had, we have it.

Hardwood Lumber

Both Indiana and Southern Stock.

ASH—ELM—MAPLE

Best Quality

Delta Red Gum and Cottonwood

HICKORY—WALNUT

Plain & Quartered Oak

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STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWARE CO.
Memphis, Tennessee & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

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4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
2 Cars 1¼" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1¼" No. 1 Common
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

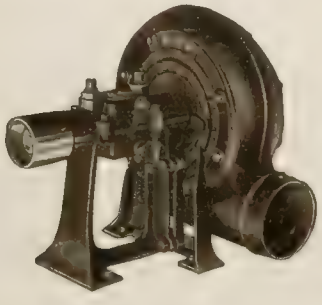
5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
2 Cars 1½" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
5 Cars 2" Log Run Elm
1 Car 2½" Log Run Elm
3 Cars 3" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

JUST WHAT YOU NEED

To carry away the Dust from that Extra Machine—perhaps the Sander



Built with inlets 5, 6, 7 and 9 inches in diameter.

This fan is reversible and adjustable as to hand and discharge—may be inverted to hang from the ceiling—has Dust-proof, Leak-proof, Self-oiling Bearings with large oil reservoir—requires little attention.

WRITE FOR CATALOG R-12

CLARAGE FAN COMPANY.
HEATING, VENTILATING & DRYING ENGINEERS.
KALAMAZOO—MICHIGAN—U. S. A.

AMERICAN WALNUT

Long-Knight Lumber Co.

INDIANAPOLIS, INDIANA

If You Need Service, Try Us

VENEERS LUMBER

HARDWOODS

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, NOVEMBER 25, 1917

Subscription $2.
Single Copies, 15 Cents.

OAK LUMBER

Our effort in the past few months has been especially to round out a complete stock of standard dimensions in plain and quartered oak. You will find in our lists anything you may desire.

We also make southern rotary veneers and other hardwood lumber. The whole is backed by

PJM
SERVICE

Synonymous with

Good Timber—Expert Manufacture—Scientific Drying—Modern Mills—Satisfaction to the Buyer

PENROD-JURDEN & McCOWEN
INCORPORATED
MEMPHIS, TENN.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

The Golden Rule Quality

THE ANDERSON-TULLY COMPANY

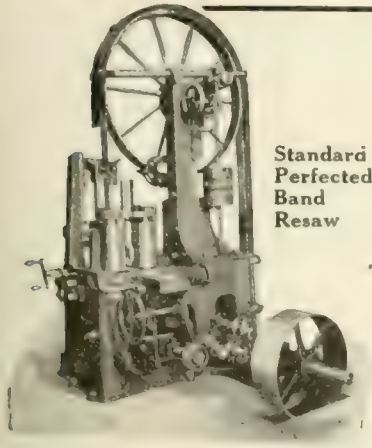
MEMPHIS, TENNESSEE

Rotary Gum Core Stock
Built-up Panels
Drawer Bottoms
Crossbanding

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Standard Perfected Band Resaw

"NOTHING BETTER"

a Specialty—Not a Side Line

North Tonawanda, N. Y., Mar. 29, 1917.

Gentlemen: The resaw we purchased from you last year is giving good service. It is the second resaw of your make that we have installed. This in itself is a good recommendation. We will say further that should we need another saw, we do not know where we could find a better one.

Yours truly,
DOCK & MILL COMPANY.

Wm. B. Mershon & Co., Saginaw, Mich.

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1¼" to 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lbr. Co.

Main Office—Louisville, Ky.

Eight Band Mills—Brasfield, Ark.; Furth, Ark.; Allport, Ark., and Fayette, Ala.

We offer the following dry stock for **prompt shipment:**

PLAIN RED OAK
185,000′ 5/4″ FAS.
325,000′ 4/4″ No. 1 Com.
165,000′ 8/4″ C. & B.

PLAIN WHITE OAK
150,000′ 8/4″ C. & B.

PL. RED AND WHITE OAK
450,000′ 4/4″ No. 2 Com.

QTD. WHITE OAK
135,000′ 8/4″ C. & B.

QTD. RED GUM
175,000′ 8/4″ C. & B.

PLAIN RED GUM
102,000′ 8/4″ C. & B.

SAP GUM
95,000′ 5/4″ FAS.
318,000′ 8/4″ FAS.
172,000′ 5/4″ No. 1 Com.
168,000′ 6/4″ No. 1 Com.
315,000′ 8/4″ No. 1 Com.
275,000′ 5/4″ & 6/4″ No. 2 C.

LOG RUN ELM
385,000′ 8/4″, 10/4″, 12/4″

Wood-Mosaic Co., Inc.

MAIN OFFICE: NEW ALBANY, INDIANA
Band Mills, New Albany, Ind., and Highland Park, Ky.

POPLAR
41,000 ft. 5/8″ 1s & 2s
18,000 ft. 4/4″ 1s & 2s
14,000 ft. 4/4″ 1s & 2s
12,000 ft. 5/4″ 1s & 2s
13,400 ft. 6/4″ 1s & 2s
11,800 ft. 8/4″ 1s & 2s
15,700 ft. 5/8″ Saps & Selects
18,900 ft. 4/4″ Saps & Selects

PLAIN RED & WHITE OAK
(Twelve Months and Older)
98,000 ft. 8/4″ No. 1 Com. & 1s & 2s
56,000 ft. 10/4″ No. 1 Com. & 1s & 2s
40,000 ft. 12/4″ No. 1 Com. & 1s & 2s
25,000 ft. 16/4″ No. 1 Com. & 1s & 2s

CHESTNUT
15,800 ft. 4/4″ 1s & 2s

BEECH
100,000 ft. 4/4″ Log Run
12,000 ft. 8/4″ Log Run

WALNUT
67,200 ft. 4/4″ No. 1 Common
36,700 ft. 5/4″ No. 1 Common
2,500 ft. 6/4″ No. 1 Common
7,500 ft. 8/4″ No. 1 Common
121,000 ft. 4/4″ No. 2 Common
25,700 ft. 5/4″ No. 2 Common
[illegible] ft. 6/4″ No. 2 Common
3,200 ft. 8/4″ No. 2 Common
Ash, Hickory, Maple, Basswood and Sycamore in lesser quantities.

QTD. RED & WHITE OAK
All grades and thicknesses.

QUARTER SAWN WHITE OAK VENEER
We carry a large stock of Sawn Veneer. Send us your inquiries.

Norman Lumber Company

Louisville, Ky.

FOR SALE

POPLAR

SAPS AND SELECTS	NO. 1 COM.
4-4 40,000 ft.	4-4 50,000 ft.
4-4 12-in. and up, 15,000 ft.	4-4 10-in. and up, 40,000 ft.
5-4 50,000 ft.	5-4 50,000 ft.
6-4 15,000 ft.	6-4 30,000 ft.
3-4 20,000 ft.	3-4 20,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.

LOUISVILLE MILL

QUARTERED WHITE OAK
1 car 4/4″ 1s & 2s
6 cars 4/4″ No. 1 Com.
2 cars 4/4″ No. 1 Com., 10″ & up
4 cars 4/4″ No. 2 Com.
2 cars 4/4″ No. 3 Com.
3 cars 4/4″ Clear Strips, 2 to 5½″ (widths piled separately)
2 cars 4/4″ Com. Strips, 2 to 3½″
1 car 4/4″ Sap Strips, 2 to 3½″
2 cars 5/4″ No. 1 Com.
1 car 4/4″ Sound Wormy
9,000 ft. 6/4″ 1s & 2s, 10″ & up
1 car 4/4″ No. 1 Com., 10″ & up

PLAIN RED OAK
1 car 10/4″ 1s & 2s
2 cars 5/4″ 1s & 2s
1 car 4/4″ 1s & 2s
2 cars 5/4″ No. 1 Com.
2 cars 4/4″ No. 1 Com.
1 car 3/4″ No. 1 Com.
1 car 3/4″ No. 2 Com.
3 cars 4/4″ No. 2 Com.

PLAIN WHITE OAK
1 car 1/4″ 1s & 2s

POPLAR
1 car 5/8″ 1s & 2s
2 cars 5/8″ Saps, 6 to 11″
1 car 5/8″ Saps, 12″ & up
3 cars 5/8″ No. 1 Com.
2 cars 5/8″ No. 2 Com.
1 car 5/4″ 1s & 2s
3 cars 5/4″ No. 1 Com.

EASTERN KENTUCKY MILL

PLAIN WHITE OAK
5 cars 4/4″ Sound Wormy
3 cars 4/4″ 1s & 2s
5 cars 4/4″ No. 1 Com.
2 cars 4/4″ No. 2 Com.

QUARTERED WHITE OAK
2 cars 4/4″ 1s & 2s
4 cars 4/4″ No. 3 Com.

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Stesdal 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer **Montgomery, ALABAMA**

Oak lumber in commercial quantities is produced in forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 56)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

A & B (*See page 48)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 52)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer **Seymour, INDIANA**

(*See page 60)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
KENTUCKY LUMBER COMPANY
500,000 ft. 4/4 Selects Plain Red & White Oak
100,000 ft. 4/4 No. 1 C. Plain Red & White Oak
15,000 4/4 1s & 2s Qtd. White Oak
Manufacturer **Lexington, KENTUCKY**

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 50)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 14)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

B (*See page 13)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 12)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices. Conway Building,
Manufacturer **Chicago,**

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3 1" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills
THISTLETHWAITE LUMBER COMPANY.
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

A, B & C (*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak, Good Grades

(*See page 50
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer **Blissville, ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 15)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer **Chicago. ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer **St. Landry, LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer **WINNFIELD, LA.**

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A B C—

[illegible] acres Virgin St Louis Basis Timber largely Oak.

Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

[illegible] as hard as nails in value, the strongest is weaker than [illegible], the heaviest is lighter than many [illegible] equal in average of good qualities it would be hard to find a wood superior to oak.

B C—
We have a fine stock of 4/4 No. 1 Com. Plain White Oak 4/4 FAS Quartered White Oak

GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

The smallest of all the oaks of the United States are believed to be Bartram oak and the Prinos oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 1)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.

BAKER-MATTHEWS LBR CO. Sikeston,
Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C—
Special
1 car 6/4x26" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A. B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

[illegible] are eight [illegible] Stone Oak [illegible] to the [illegible] west of the [illegible]

[illegible] oaks [illegible] Stone Oak [illegible] [illegible] is [illegible]

(*See page)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree trees, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the hole or into the larger limbs.

A. B & C—

Carr Lumber Company, Inc.

Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

1,000,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A. B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.

Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C—

Alton Lumber Company

Manufacturers and Wholesale Dealers in Hardwoods.
Manufacturer, Buckhannon, W. VA.

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the [illegible]

(*See page)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

[illegible] lumber [illegible] The [illegible] Try it

VESTAL LBR. & MFG. CO.,
Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" [illegible]

We [illegible] 1/4 and 1/2 4 C & Bet. Oak, other [illegible] from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be [illegible] years old.

For [illegible] years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 11)
QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 50)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY,
BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 61)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.

WARN LUMBER CORPORATION W. VA.
Raywood,

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

A. B & C—

W. M. Ritter Lumber Company

Manufacturer Hardwoods
Columbus, Ohio

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO., OHIO
Manufacturers, Cincinnati

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln
of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring.

WEST VIRGINIA TIMBER CO., W. VA.
Charleston,

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO., OHIO
Manufacturer, Greenfield,

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 11 on)

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers 10x16 ft.

AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Output of Boxes by States

SOME STATES produce many more boxes than their people use, other states must import boxes to supplement their own factories. Usually the regions which have many factories and little timber, must bring boxes from elsewhere. Illinois is a typical example of a region of that kind. Its packers and manufacturers require nearly 400,000,000 feet of box lumber a year and not one-tenth of it comes from timber grown in the state. Consequently, Illinois is an excellent market for the box material produced in the region of which Memphis is the commercial metropolis. The distance is not great and the freight rates are reasonable.

The box makers of Illinois use little short of 100,000,000 feet of gum and cottonwood yearly, and nearly all of it comes from the district tributary to Memphis. Other kinds of box lumber find their way into Illinois from that region. But the shipment of rough lumber to distant box factories is not all that takes place. Vast quantities of shooks, ready to nail together, are made by mills near where the timber grows, and these are sent to the markets that demand them.

Illinois is cited only as an example of a market that buys heavily from the outside. The following table quotes statistics of box and shook manufacture in certain states tributary to Memphis, either in the capacity of producers or consumers of box lumber. The figures give the annual shook production in board feet, rough lumber:

	Feet
ILLINOIS	372,000,000
OHIO	153,417,000
MISSOURI	111,664,000
ARKANSAS	105,552,000
INDIANA	85,653,000
KENTUCKY	56,687,000
MISSISSIPPI	39,295,000
TEXAS	35,700,000
ALABAMA	22,400,000

The Following Items Are Ready for Prompt Shipment

QUARTERED WHITE OAK
1 Cars 4/4" No. 1 Com.
1 Car 5/4" 1s & 2s
PLAIN WHITE OAK
5 Cars 4/4" No. 1 Com
1 Car 5/4" No. 1 Com
PLAIN RED OAK
1 Car 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
6 Cars 4/4" No. 1 Com
4 Cars 5/4" No. 1 Com.
QUARTERED RED OAK
2 Cars 4/4" 1s & 2s
2 Cars 4/4" No. 1 Com
QUARTERED RED GUM
3 Cars 4/4" 1s & 2
2 Cars 5/4" 1s & 2s
3 Cars 6/4" 1s & 2s
3 Cars 4/4" No. 1 Com
3 Cars 5/4" No. 1 Com
1 Car 6/4" No. 1 Com

SAP GUM
7 Cars 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
4 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
GUM BOX BOARDS
2 Cars 4/4" 13 to 17
2 Cars 4/4", 9 to 12
COTTONWOOD
2 Cars 4/4" No. 1 Com.
3 Cars 4/4" No. 2 Com.
ELM
3 Cars 12/4" Log Run
2 Cars 10/4" Log Run
2 Cars 4/4" Log Run
MAPLE
1 Car 16/4" Log Run
1 Car 10, 1" Com & Btr.
1 Car 6/4" Com. & Btr.
1 Car 4/4" No. 3 & Btr
1 Car 10/4" Nos. 1 & 2 Com.

J. V. Stimson Hardwood Co.

QUARTERED WHITE OAK
Regular Width
30,000' 1/4", FAS
200,000' 3/4", FAS
100,000' 1/4", No. 1 Com.
260,000' 3/8" No. 1 Com.
325,000' 5/8", No. 1 Com.
200,000' 3/4" No. 1 Com.
150,000' 3/4", No. 2 Com.

PLAIN RED OAK
40,000' 1/2" FAS
55,000' 5/8", FAS
50,000' 3/4" No. 1 Com., 9¼" & up
135,000' 5/8", No. 3 Com.

PLAIN RED GUM
30,000' 5/8" FAS, 17" & up
10,000' 3/4" FAS, 13-17"
21,500' 3/4" FAS, 17" & up
60,000' 4/4" FAS, 13-17"
21,500' 4/4" FAS, 17" & up
130,000' 4/4" FAS
60,000' 5/8" No. 1 Com.
44,500' 3/4" No. 1 Com.
185,000' 4/4" No. 1 Com.

QUARTERED RED GUM, PLAIN WOOD
Regular Width
55,000' 4/4", FAS
135,000' 4/4" No. 1 Com.

QUARTER SAWED GUM
80,000' 6/4" FAS
75,000' 8/4" FAS
30,000' 10/4" FAS

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 1/1" 1s & 2s.
28,000' 1/1" No. 1 Com.
45,000' 1/1" No. 2 Com.
14,000' 1/1" No. 3 Com.
55,500' 5/4" 12" & up, 1s & 2s
211,000' 5/4" Com & Btr
29,000' 5/1" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel

RED GUM
27,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No. 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
35,000' 5/4" 1s & 2s, Plain.
500' 6/4" 1s & 2s Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No. 1 Com., Qtd.
33,000' 12/4" Qtd.

OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

SAP GUM
175,000' No. 1 Com. & Btr., 5/8"
28,000' Wide Box, 4/4"
56,000' FAS, 4/4"
48,000' No. 1 Com., 1/1"
29,000' No. 2 Com., 4/4"
65,000' FAS, 5/4"
50,000' No. 1 Com., 5/1"
35,000' FAS, 6/4"
75,000' No. 1 Com., 6/4"
42,000' No. 1 Com., 8/4"
PLAIN RED GUM
12,000' FAS, 3/8"
25,000' FAS, 1/2"
30,000' FAS, 4/4"
45,000' No. 1 Com., 4/4"
25,000' No. 2 Com., 4/4"
70,000' No. 1 Com. & Btr., 5/4"
50,000' No. 1 Com. & Btr., 6/4"
20,000' No. 1 Com. & Btr., 8/4"
45,000' No. 1 Com., 4/4", Qtd.
30,000' No. 1 Com. & Btr., 8/4"
PLAIN WHITE OAK
45,000' FAS, 4/4"
70,000' Nos. 1 & 2 Com., 4/4"
30,000' No. 1 Com. & Btr., 8/4"
15,000' No. 1 Com. & Btr., 10/4"
PLAIN RED OAK
125,000' No. 1 Com. & Btr., 4/4"
70,000' No. 3 Com., 4/4"
ASH
30,000' No. 1 Com. & Btr., 5/4"
30,000' Nos. 1 & 2 Com., 5/4"
15,000' No. 3 Com., 5/4"
SOFT ELM
45,000' No. 1 Com. & Btr., 12/4"

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

In Addition to Our Regular Stock, Your Attention Is Directed to the Following High Grade Specials.

PLAIN RED OAK
40,000' 4/4" FAS.
110,000' 5/4" FAS.
32,000' 6/4" FAS.
51,000' 8/4" FAS.
115,000' 12/4" C. & Btr.
155,000' 5/4" Com.
92,000' 6/4" Com.

PLAIN WHITE OAK
30,000' 4/4" FAS.
22,000' 6/4" FAS.
56,000' 8/4" FAS.
31,000' 5/4" Com.
42,000' 6/4" Com.
74,000' 8/4" Com

QTD WHITE OAK
60,000' 5/4" FAS.
39,000' 6/4" FAS.
10,000' 8/4" FAS.
40,000' 5/4" Com.
44,000' 6/4" Com.

PLAIN RED GUM
40,000' 4/4" C. & Btr.
115,000' 5/4" C. & Btr.
160,000' 6/4" C. & Btr.

QTD. RED GUM
10,000' 4/4" C. & Btr.
92,000' 6/4" C. & Btr
105,000' 8/4" C. & Btr

PLAIN SAP GUM
57,000' 3/4" C. & Btr.
90,000' 4/4" C. & Btr.
108,000' 5/4" C. & Btr.
98,000' 6/4" C. & Btr.
50,000' 8/4" C. & Btr.

QTD. SAP GUM
201,000' 6/4" C. & Btr.
250,000' 8/4" C. & Btr.
100,000' 10/4" C. & Btr.
100,000' 12/4" C. & Btr.

TUPELO
90,000' 4/4" C. & Btr.
COTTONWOOD
105,000' 1/1" C. & Btr.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

QUARTERED WHITE OAK
30,000 ft. 1s & 2s 4/4".
145,000 ft. No. 1 C. 4/4".
40,000 ft. Clear Strips 4/4".
32,000 ft. Com. Strips 4/4".

PLAIN RED OAK
150,000 ft. No. 1 C. 4/4".
180,000 ft. No. 2 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".

PLAIN WHITE OAK
75,000 ft. No. 1 C. 4/4".
85,000 ft. No. 2 C. 4/4".
12,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".

RED AND WHITE OAK
77,000 ft. Crossing plank 12/4".

LOCUST
10,000 ft. Log Run 4/4".

QUARTERED RED GUM
12,000 ft. Com. & Bet. 8/4".

Penrod, Jurden & McCowen, Inc.

New Orleans Yard

WHITE ASH
15,000' FAS, 1"x10-12"
4,000' FAS, 1¼" x 12" & up
32,000' FAS, 2" x 10-12"
11,500' FAS, 3" x 10-12"
27,000' FAS, 1¼" x 6"
124,000' FAS, 2" x 6" and 8/12" x 6" & up
14,000' select, 1" x 6" & up
40,000' good per cent 5" & up, 1½" x 3" up
2,500' 1½" x 10" & up
19,700' per cent 10" up, 2" x 6" up sel.
5,000' No. 1 C., soft.
2½" x 3" & up
5,000' No. 1 C. soft. 3" x 3" & up
20,000' No. 2 C., 2"
3,000' No. 2 C., 4"
16,000' 1 & 2" strips

Memphis Yard

WHITE ASH
7,500' FAS, 1¼" x 12" & wdr.
14,000' FAS, 2" x 12" & wdr.
32,000' FAS, 3" x 12" & wdr.
3,000' FAS, 1" x 10-11" & wdr.
17,500' FAS, 1½" x 10-11" & wdr.
2,500' FAS, 3" x 10-11" & wdr.
12,000' FAS, 1" x 6-9"
1,000' FAS, 1½" x 6-9"
2,500' FAS, 2½" x 6-7"
29,000' FAS, 4" x 6- & up
7,000' FAS, ½" x 6" & up
500' FAS, 6" x 6"
28,000' 1½" x 8" & up, No. 1 C.
23,500' 2" x 3" & up, No. 1 C.
4,000' 2½" x 3" & up, No. 1 C.
7,000' 3" x 3" & up, No. 1 C.
8,500' 1" to 2" Clr. strips

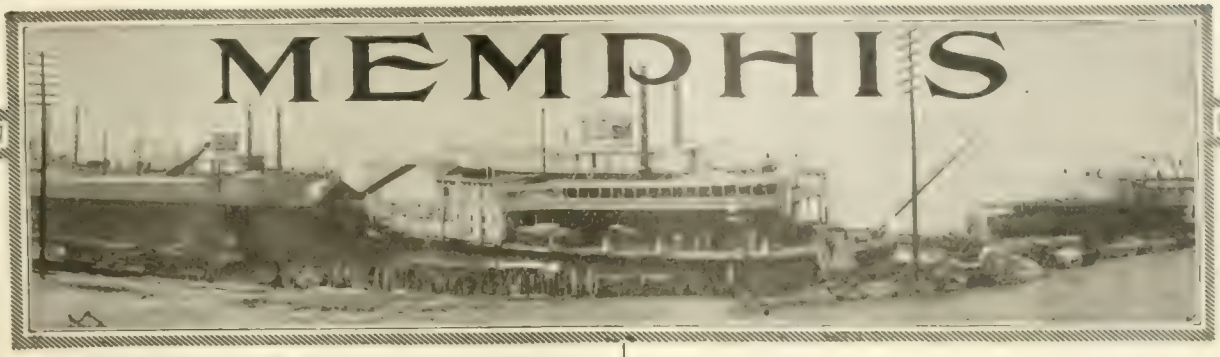
DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
60,000' 1s & 2s, 4/4"
30,000' Select, 4/4"
22,000' No. 1 Com., 3/8"
82,000' No. 1 Com., 4/4"
100,000' Strips, 4/4"
QUARTERED RED OAK
12,000' 1s & 2s, 4/4"
20,000' No. 2 Com., 4/4"
PLAIN WHITE OAK
13,000' 1s & 2s, 4/4"
43,000' No. 1 Com., 4/4"
20,000' No. 2 Com., 4/4"
PLAIN RED OAK
40,000' 1s & 2s, 4/4"
20,000' 1s & 2s, 5/4"
60,000' No. 1 Com., 4/4"
ELM
41,000' Log Run, 4/4"
34,000' Log Run, 8/4"
93,000' Log Run, 12/4"
25,000' Log Run, 16/4"

COTTONWOOD
150,000' Nos. 1 & 2 Com., 4/4"
20,000' Box Bds., 4/4"
CYPRESS
25,000' Sel. & Btr., 4/4"
90,000' Shop & Btr., 4/4"
95,000' Pecky, 4/4"
QUARTERED RED GUM
64,000' 1s & 2s, 4/4"
40,000' No. 1 Com., 4/4"
PLAIN RED GUM
15,000' 1s & 2s, 4/4"
37,000' No. 1 Com., 4/4"
12,000' No. 1 Com., 5/4"
SAP GUM
19,000' 1s & 2s, 5/4"
100,000' No. 1 Com., 4/4"
34,000' No. 1 Com., 5/4"
17,000' Box Bds., 4/4"
58,000' Panels, 4/4"
PLAIN BLACK GUM
16,000' Log Run, 4/4"

Stimson Veneer & Lbr. Co.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Dry

SAP GUM
[illegible] 1s & 2s 5/4
[illegible] No. 1 Com. 5/4
150,000' No. 1 Com. & B. 3/4"

RED GUM
100,000' 1s & 2s [illegible]
100,000' No. 1 C. 5/4
[illegible] 1s & 2s 5/4
50,000' No. 1 C. 5/4

WILLOW
100,000' 1s & 2s 5/4
50,000 No. 1 C. 5/4

ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" &
[illegible] 1s & 2s 8/4" & up
[illegible] 1s & 2s 12/4

35,000' No. 2 Com. 5/4"

PLAIN RED OAK
[illegible] No. 1 Com. 5/4"

PLAIN OAK
[illegible] No. 1 C. & B. 16/4"

COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 4/4
[illegible] No. 1 Com. 6/4"
[illegible] B.A. B.B. 13/4" to 12

CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
[illegible] Select 5/4
[illegible] Select 4/4

E. SONDHEIMER CO.

For immediate shipment

QUARTERED WHITE OAK
[illegible] 1s & 2s 4/4
100,000 ft. No. 1 C. 4/4.
15,000 ft. No. 2 C. 4/4.
[illegible] No. 1 C. 4/4
PLAIN RED OAK
[illegible] ft. 1s & 2s, 4/4.
[illegible] No. 1 C. 4/4
35,000 ft. No. 2 C. 4/4.
15,000 ft. No. 3 C. 4/4.
18,000 ft. Sound Wormy, 4/4.
QUARTERED RED GUM
Sap
15,000 ft. 1s & 2s, 6/4.
40,000 ft. 1s & 2s, 8/4.
25,000 ft. No. 1 C. 8/4.

[illegible] No. 1 C. 5/4.
42,000 ft. No. 1 C. 6/4.
PLAIN RED GUM
18,000 ft. 1s & 2s, 4/4.
[illegible] 1s &
[illegible] &
1s [illegible] No. 1 C. 4/4
[illegible] No. 1 C. 4/4
14,000 ft. No. 2 C. 5/4.
10,000 ft. No. 2 C. 6/4.
QUARTERED RED GUM
75,000 ft. 1s & 2s, 4/4.
10,000 ft. 1s & 2s, 5/4.
30,000 ft. 1s & 2s, 8/4.
[illegible] 1s & 12/4

BELLGRADE LUMBER CO.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd White.
12M ft. 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White
22M ft. 2" & wider No. 2 C. Stps Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
8M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap. no defect) Qtd. Red.
230M ft. 8/4" No. 1 C (sap. no defect) Qtd. Red
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
30M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.

Little Rock Rates
Cairo, flat 15c, through 13c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.

Mounds Rates
Cairo, 16c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c. Cincinnati, 18½c. Kansas City, 19c.

BROWN & HACKNEY, Inc.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".

100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

PLAIN RED OAK
485,000' No. 1 & 2 Com., 4/4"
68,860' 1s & 2s, 5/4"
220,600' No. 1 & 2 Com., 5/4"
14,905' No. 1 & 2 Com., 6/4"
6,175' No. 1 & 2 Com., 8/4"
QUARTERED RED OAK
14,560' No. 1 & 2 Com., 4/4"
PLAIN WHITE OAK
68,810' 1s & 2s, 4/4"
172,320' No. 1 & 2 Com., 5/4"
QUARTERED WHITE OAK
12,150' 1s & 2s, 4/4"
10,210' Com. & Btr., 5/4"
21,800' Nos. 1 & 2 Com., 5/4"
SAP GUM
94,680' Panel, 4/4"
298,190' 1s & 2s, 4/4"
[illegible] No. 1 Com., 5/4"
[illegible] 1s & 2s, 8/4"
[illegible] Nos. 2 & 3 Com., 8/4"

PLAIN RED GUM
182,265' 1s & 2s, 4/4"
100,000' No. 1 Com., 4/4"
64,140' No. 1 Com., 5/4"
28,800' 1s & 2s, 6/4"
62,000' No. 1 Com., 6/4"
32,300' No. 2 Com., 6/4"
13,840' 1s & 2s, 8/4"
39,700' No. 1 Com., 8/4"
QUARTERED RED GUM
75,000' 1s & 2s, 4/4"
194,720' No. 1 Com., 4/4"
65,277' 1s & 2s, 5/4"
37,885' No. 1 Com., 5/4"
18,000' Com & Btr., 6/4"
100,000' Com. & Btr., 8/4"
39,000' Com & Btr., 10/4"
25,500' 1s & 2s, 12/4"
PLAIN RED GUM FIGURED
40,200' Com & Btr., 5/4"
20,000' Com. & Btr., 6/4"
[illegible] No. 1 Com 8/4"

GEO. C. BROWN & CO.

All stock regular widths and lengths

PLAIN RED OAK
50,000 ft. 1s & 2s, 4/4.
30,000 ft. No. 1 C. 4/4.
35,000 ft. 1s & 2s, 5/4.
30,000 ft. No. 1 C. 5/4.
PLAIN WHITE OAK
15,000 ft. 1s & 2s, 4/4.
25,000 ft. 1s & 2s, 5/4.
14,000 ft. No. 1 C. 5/4.
QUARTERED WHITE OAK
2 cars 1s & 2s, 4/4
2 cars No. 1 C. 4/4.
SAP GUM
125,000 ft. 1s & 2s, 5/4.
100,000 ft. No. 1 C. 5/4.
20,000 ft. 1s & 2s, 8/4.
20,000 ft. No. 1 C. 8/4.
SOFT ELM
100,000 ft. Log Run, 12/4, not over 20" No. 2 C

50,000 ft. Log Run, 8/4
PLAIN RED GUM
75,000 ft. 1s & 2s, 4/4
75,000 ft. No. 1 C. 4/4.
QUARTERED RED GUM
50,000 ft. 1s & 2s, 6/4 sap no defect.
50,000 ft. No. 1 C., 6/4, sap no defect
250,000 ft. No. 1 C & Btr. 8/4 sap no defect.
100,000 ft. No. 1 C. & Btr., 10/4, sap no defect.
TUPELO GUM
7,000 ft. No. 1 C. & Btr. 5/4
5,000 ft. No. 1 C. & Btr. 4/4.
RED CYPRESS
12,000 ft. 1s & 2s 8/4
10,000 ft. Selects 8/4

Coulson Lumber Company

SAP GUM
60,000 ft. 1s & 2s, 2", 6 & wider, 60% 14-16', 8 mo. dry.
35,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 8 mo. dry.
RIFT SAWN SAP GUM
22,000 ft. 1s & 2s, 1½", 5 & wider, 50% 14-16', 3 mo. dry.
15,000 ft. No. 1 C., 1½", 4 & wider, 50% 14-16', 3 mo. dry.
80,000 ft. 1s & 2s 2", 5 & wider, 60% 14-16', 6 mo. dry.
60,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 6 mo. dry.
32,000 ft. 1s & 2s, 3", 5 & wider, 50% 14-16', 3 mo. dry.
27,000 ft. No. 1 C., 3", 4 & wider, 50% 14-16', 3 mo. dry.
QUARTERED RED GUM
38,000 ft. 1s & 2s, 2", 5 & wider, 60% 14-16', 8 mo. dry.
31,000 ft. No. 1 C., 2", 4 & wider, 60% 14-16', 8 mo. dry.

QUARTERED BLACK GUM
30,000 ft. No. 1 & Btr. 1", 4 & wider, 50% 14-16', 4 mo. dry.
TUPELO GUM
65,000 ft. No. 2 & Btr. 1", 4 & wider, 60% 14-16', 4 mo. dry.
COTTONWOOD
60,000 ft. No. 2 & Btr. 1", 4 & wider, 60% 14-16', 4 mo. dry.
GUM
25,000 ft. Backing Boards, No. 2 & 3, 2", 4 & wider, 60% 14-16', 6 mo. dry.
SAP GUM
60,000 ft. No. 1 C. 1", 4 & wider, 60% 14-16', 6 mo. dry.
PLAIN RED OAK
[illegible] ft. 1s & 2s 1", 6 & wider, 40% 14-16', 4 mo. dry.
56,000 ft. No. 1 C., 1", 4 & wider, 40% 14-16', 4 mo. dry.
[illegible] No. 2 C. 1", 4 & wider, 40% 14-16', 4 mo. dry.

Goodlander-Robertson Lumber Co.

QUARTERED WHITE OAK
[illegible] 1s & 2s
[illegible] 1s & 2s
[illegible] 1s & 2s
[illegible] 1s & 2s
70,000' 4/4" Clear Strips
500,000' 1/4" No. 1 Com.
90,000' 3/8" No. 1 Com.
30,000' [illegible] No. 1 Com.
45,000' [illegible] No. 1 Com.
30,000' 4/4" No. 1 Com.
1,600' 5/4" No. 1 Com.
[illegible],000' 6/4" No. 1 Com.
3,700' [illegible] No. 1 Com.
[illegible] No. 1 Com.
40,000' [illegible] Selects
170,000' [illegible] No. 1 Com.
6,000' [illegible] No. 1 Com.
[illegible],000' 1/2" No. 2 Com

40,000' 4/4" No. 2 Com.
PLAIN WHITE OAK
[illegible],000' 1/4" No. 1 Com.
150,000' 1/2" No. 1 Com
100,000' 5/8" No. 1 Com.
[illegible],000' 1/4" No. 2 Com.
25,000' 1/2" No. 2 Com.
60,000' 5/8" No. 2 Com.
8,000' 3/4" No. 2 Com.
25,000' 4/4" No. 2 Com.
PLAIN RED OAK
100,000' [illegible] 1s & 2s
180,000' [illegible] 1s & 2s
150,000' [illegible] 1s & 2s
150,000' [illegible] 1s & 2s
60,000' 1/2" No. 1 Com.
40,000' 5/8" No. 1 Com
150,000' [illegible] No. 1 Com.
[illegible],000' [illegible] No. 1 Com.

Russe & Burgess, Inc.

MEMPHIS

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.
PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.
SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
50,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.
QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.
QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.
COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S.

Memphis Band Mill Co.

Regular Widths and Lengths

COTTONWOOD
110,000 ft. FAS, 4/4", 13" to 17"
40,000 ft. FAS, 8/4", 6" & up
100,000 ft. Panel & No. 1, 4/4", 18" and up
ELM
60,000 ft. Com. & Btr., 16/4"
QUARTERED RED GUM
150,000 ft. Com. & Btr., 4/4"
100,000 ft. No. 1 Com., 8/4"
PLAIN RED GUM
180,000 ft. No. 1 Com., 4/4" & 5/4"
QUARTERED SAP GUM
75,000 ft. Com. & Btr., 8/4"
PLAIN SAP GUM
130,000 ft. FAS, 5/8"
300,000 ft. FAS, 4/4", 13" & up
25,000 ft. FAS, 5/4", 11" & up
115,000 ft. Pan. & No. 1, 4/4", 18-21"
MAPLE
100,000 ft. L. R., 5/4"
100,000 ft. L. R., 6/4" & 8/4"
70,000 ft. L. R., 12/4"
QUARTERED WHITE OAK
55,000 ft. C. & B., 4/4", 2½ to 5½"
75,000 ft. FAS, 5/4" & 6/4", 60% long
100,000 ft. No. 1 C., 4/4", 90% long
PLAIN WHITE OAK
100,000 ft. No. 1 C. & B., 8/4", 50 to 60% long
200,000 ft. 1 & 2 C., 4/4", 50% long
PLAIN RED OAK
125,000 ft. No. 1 C., 3/4", 50% long
125,000 ft. No. 1 C., 4/4", 60% long
350,000 ft. 1 & 2 C., 4/4", 60% long
S. W. OAK
75,000 ft. No. 1 C. & B., 4/4"
PLAIN OAK
275,000 ft. No. 3 C., 4/4"
SYCAMORE
180,000 ft. C. & B., 5/4"
WILLOW
20,000 ft. C. & B., 12/4"

ANDERSON-TULLY CO.

Paepcke Leicht Lumber Co.

Manufacturers
Southern Hardwoods

SPECIALTIES:
Cottonwood, Red and Sap Gum, Red and White Oak, Cypress, Elm.

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

QUARTERED WHITE OAK
75,000 ft. 1s & 2s 3/8".
145,000 ft. 1s & 2s 4/4".
18,000 ft. Clear Strips 4/4", 5/5½".
34,000 ft. Com. Strips 4/4", 1½/4".
13,000 ft. 1s & 2s 5/4", 10" & up.
PLAIN WHITE OAK
24,000 ft. 1s & 2s 4/4".
78,000 ft. No. 1 C. 4/4".
130,000 ft. No. 2 C. 4/4".
52,000 ft. 1s & 2s 5/4".
120,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
165,000 ft. No. 1 C. 8/4".
PLAIN RED OAK
78,000 ft. No. 1 C. 3/4".
35,000 ft. No. 2 C. 3/4".
175,000 ft. 1s & 2s 4/4".
750,000 ft. No. 1 C. 4/4".
400,000 ft. No. 2 C. 4/4".
103,000 ft. 1s & 2s 5/4".
178,000 ft. 1s & 2s 6/4".
163,000 ft. No. 1 C. 6/4".
38,000 ft. No. 2 C. 6/4".
22,000 ft. 1s & 2s 8/4".
ASH
16,000 ft. 1s & 2s 4/4".
48,000 ft. No. 1 C. 4/4".
33,000 ft. No. 2 C. 4/4".
94,000 ft. No. 1 C. 5/4".
22,000 ft. 1s & 2s 6/4".
22,000 ft. No. 1 C. 6/4".
17,000 ft. No. 1 C. 8/4".
60,000 ft. 1s & 2s 12/4", 12" & wdr.

James E. Stark & Co., Inc.

We Can Move To Your Order At Once

QUARTERED WHITE OAK
50,000 ft. 1s and 2s 5/8"
100,000 ft. No. 1 C., 5/8"
97,000 ft. 1s and 2s, 3/4"
100,000 ft. No. 1 C., 4/4"
75,000 ft. CF Strips, 4/4", 2½ to 5½ wide.
65,000 ft. No. 1 C., 5/4"
67,000 ft. No. 1 C., 6/4"
100,000 ft. No. 1 C., 8/4"
100,000 ft. 2 C., 8/4"
PLAIN WHITE OAK
40,000 ft. No. 1 C., 4/4"
70,000 ft. FAS, 8/4"
100,000 ft. No. 1 C., 8/4"
QUARTERED RED OAK
30,000 ft. C. & B., 3/4"
40,000 ft. No. 1 C., 4/4"
77,000 ft. FAS, 5/4"
100,000 ft. No. 1 C., 5/4"
QUARTERED GUM
(Sap No Defect)
200,000 ft. 5/4" C. & B.
200,000 ft. 6/4", C & B.
200,000 ft. 8/4" C. & B.
200,000 ft. 10/4" C. & B.
200,000 ft. 12/4" C. & B.
ELM
200,000 ft. Log Run, 3"
50,000 ft. Log Run 10/4"
100,000 ft. Log Run, 4/4"
15,000 ft. Log Run 8/4"

MAY BROS.

We have for sale in regular widths and lengths, dry, the following:

QUARTERED WHITE OAK
15,000' Cl. Strips, 1/4", 2½-5½", 12 mos., bright sap no defect.
10,500' 1s & 2s, 5/4", 12 mos.
7,200' 1s & 2s, 6/4", 8 mos.
QUARTERED RED OAK
17,000' No. 1 Com., 4/4", 14 mos.
6,200' 1s & 2s, 5/4", 12 mos.
2,800' No. 1 Com., 5/4", 12 mos.
5,700' 1s & 2s, 6/4", 8 mos.
2,500' No. 1 Com., 6/4", 8 mos.
PLAIN WHITE OAK
29,900' No. 1 Com., 4/4", 4 mos.
10,900' 1s & 2s, 5/4", 8 mos.
34,400' No. 1 Com., 5/4", 6 mos.
9,100' No. 1 Com., 6/4", 6 mos.
13,500' 1s & 2s, 8/4", 12 mos.
19,800' No. 1 Com., 8/4", 4-12 mos.
RED AND WHITE OAK
19,900' Sound Wormy, 4/4", 5/4", 6/4", 6 mos.
PLAIN RED OAK
43,000' 1s & 2s, 5/4", 8 mos.
70,900' No. 1 Com., 5/4", 8 mos.
11,200' No. 1 Com., 6/4", 6 mos.
17,300' 1s & 2s, 8/4", 6-12 mos.
19,500' No. 1 Com., 8/4", 6-12 mos.
11,000' No. 2 Com., 8/4", 6 mos.
ELM
29,000' No. 2 C. & Btr., 8/4", 3 mos.
29,600' No. 2 C. & Btr., 3", 3 mos.
5,200' No. 2 C. & Btr., 4", 3 mos.
MAPLE
3,700' No. 2 C. & Btr., 2", 3 mos.
6,700' No. 2 C. & Btr., 3", 3 mos.

F.T. DOOLEY LUMBER CO.

Regular Widths and Lengths

PLAIN WHITE OAK
2 Cars 1s & 2s 4/4", 8 mos. dry.
2 Cars Select 4/4", 8 mos. dry.
QUARTERED WHITE OAK
4 Cars Select 4/4", 14 mos. dry.
PLAIN RED OAK
2 Cars 1s & 2s, 4/4", 14 mos. dry.
3 Cars 1s & 2s, 5/4", 8 mos. dry.
1 Car Select 4/4", 14 mos. dry.
QUARTERED RED GUM
1 Car Com. & Btr., 4/4", 6 mos. dry.
2 Cars Com. & Btr., 6/4", 7 mos. dry.
PLAIN RED GUM
2 Cars Com. & Btr., 4/4", 7 mos. dry.
PLAIN SAP GUM
1 Car B. B. 4/4", 11-12", 3 mo. dry.
1 Car B. B. 4/4", 13-17", 3 mo. dry.
ELM
1 Car L. R., 4/4", 3 mos. dry.
1 Car L. R., 12/4", 3 mos. dry.
HICKORY
5 Cars L. R., 4/4", 12 mos. dry.
WHITE AND RED OAK
1 Car Crossing Plank 12/4", 8-12", 25 mo. dry.
QUARTERED WHITE & RED OAK
7 Cars Wormy Com. & Btr. 4/4", 24 mos. dry.

Ferguson & Palmer Co.

WHITE ASH
Special Price
30,000' 1s & 2s, 5/4" x6" to 8"
20,000' 1s & 2s 6/4" to 8"
20,000' 1s & 2s, 8/4"x6" to 8"
75,000' 1s & 2s, 4/4"x6"& up
20,000' 1s & 2s 5/4" x 6" & up
20,000' 1s & 2s, 8/4" x 6" & up
20,000' 1s & 2s, 10/4" x 6" & up
20,000' 1s & 2s, 12/4" x 6" & up
25,000' 1s & 2s 8 to 12", 16/4" x 6" & up
20,000' 4/4", No. 1 Com., regular widths and lengths
15,000' 6/4", No. 1 Com., regular widths and lengths
Special Price
15,000' 8/4" 1s & 2s, shorts 4 to 7'
15,000' 10/4" x 3" & up, shorts 4 to 7'
15,000' 12/4" x 3" & up, shorts 4 to 7'
10,000' 10/4" No. 2 Com.
10,000' 12/4" No. 2 Com.
15,000' 8/4" No. 2 Com.
5,000' 16/4" No. 2 Com.
SOFT ELM
15,000' 4/4" Log Run
25,000' 8/4" Log Run
15,000' 10/4" Log Run
75,000' 12/4" Log Run
SOFT MAPLE
15,000' 8/4" Log Run
10,000' 10/4" Log Run
30,000' 12/4" Log Run
30,000' 16/4" Log Run

Riel-Kadel Lumber Co.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

PALMER & PARKER CO.

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MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

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Saline River Red Gum

Daily Capacity—75,000 Feet

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CIRCULAR MILLS
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High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

Prompt Shipments of
White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

SERVICE

M-D Mason-Donaldson Service is a concrete reality. It is based on three things, viz.: Sufficient experience and study so that we know what you **really** want; the belief that it is merely **good business** to give what you **want,** not what we wish you wanted; the ability to stick to that policy. M-D

This service covers all northern hardwood needs, maple and birch, flooring, pine and hemlock. Mixed car orders are our delight. In the hardwood items the following **specials** would give you a good chance of seeing just how close to the facts our statements come.

75,000' 4/4" No. 1 Com. Basswood
50,000' 5/4" No. 1 Com. Basswood
50,000' 5/4" No. 2 Com. Basswood
75,000' 6/4" No. 3 Com. Basswood
50,000' 5/4" No. 1 Com. Birch
75,000' 6/4" No. 1 Com. Birch
60,000' 5/4" No. 2 Com. Birch
2 Cars 8/4" No. 1 Com. Birch
50,000' 3" No. 1 Com. & Btr. Birch
50,000' 5/4" No. 1 & No. 2 Common Hard Maple
100,000' 8/4 No. 2 Com. Hard Maple
75,000 6/4 No. 2 Com. & Btr. Soft Maple
75,000' 6/4" No. 2 Com. & Btr. Soft Elm
100,000' 8/4" No. 1 Com. & Btr. Soft Elm

Mason-Donaldson Lumber Co.
RHINELANDER, WISCONSIN

The Mixed Car Specialists Hardwoods, Flooring, Pine, Hemlock

"FINEST"

Maple and Beech
FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:
54 M. ft. 1 1/16" x 2" No. 1 Maple Flooring
33 M. ft. 1 1/16" x 2" Clear Maple Flooring

The Kneeland-Bigelow Company

Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

"STEARNS" QUALITY LUDINGTON

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MICHIGAN MAPLE

A Complete Assortment
Cross Piled and End Piled
Winter Sawn White

WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO.
LUDINGTON, MICH.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts., CHICAGO, ILL.

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INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

SAVE YOUR MONEY BY USING THE
RED BOOK Published semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

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"The Big Red Shed"
WILL HANDLE ANY ORDER

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W. O. KING & COMPANY
2452 LOOMIS STREET, CHICAGO

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are frequent except where our Two Piece Geometrical Barter Coin is in use, then imitation isn't possible. Sample if you ask for it.
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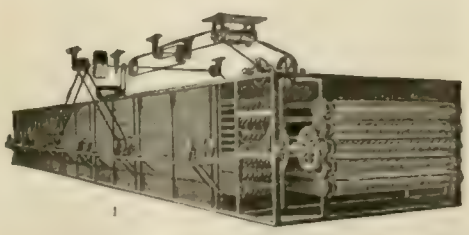
"Proctor" DRYERS *for VENEER*

No checks or splits. Enormous output. Low labor cost.

The Philadelphia Textile Machinery Co.
Philadelphia



Salt Lick Lumber Co.
SALT LICK KENTUCKY
MANUFACTURERS OF
Eureka WHITE AND RED **Oak Flooring**
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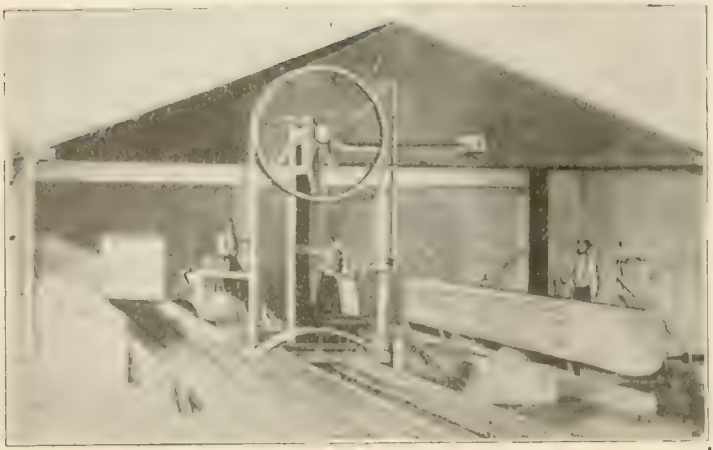

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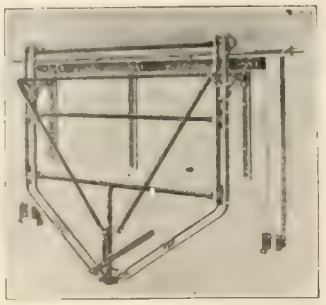

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Hardwood Record

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Review and Outlook

General Market Conditions

GRANTING THAT THE NECESSITY for finding markets is occupying a fair share of hardwood operators' thoughts, nevertheless the big thing today is production. Labor difficulties are mounting day by day. Not only is labor demanding, and possibly with some justice, steadily increasing wages, but (and this is the more serious consideration) its supply is increasingly unsteady and its quality growing steadily inferior.

Gatherings of lumbermen of late have taken serious cognizance of the growing menace from labor, but as a whole the trade seems to continue more or less up in the air as to what the remedy or remedies may be. In the last analysis it will undoubtedly be found, as the importance of adequate lumber production as a factor in the prosecution of the war is more generally understood, that the assistance of the government in maintaining more adequate labor facilities may be looked forward to.

As the situation now stands, however, the wages which labor is commanding, its decreasing efficiency and material addition to the cost of manufacture due to uncertainty of supply—thereby increasing the proportion of overhead—are definite insurance against lessening values in hardwood lumber. Mounting costs have had the further effect of awakening the lumber trade as it never before was awakened to the necessity for accurate cost records, and lumber going on the market today is priced with much more regard to the actual cost of turning it out than it ever has been. This modernizing of methods will be a permanent feature of lumber production in the future—probably even more than it is today.

On the other side of the fence, that is, the merchandising or marketing of sawmill products, the same conditions are in control of the situation which have been for the past few weeks. From the marketing angle the most serious consideration at present is probable government action curtailing production and embargoing shipments of items, on the now famous list of 500 so-called unnecessary articles. The possibility of closing down on the manufacture of these items is of course giving great concern to those whose business it is to make them, and it is only natural that with such an uncertain prospect, the outlay for raw material should be kept at a minimum. As one instance, the pleasure automobile using as it does hundreds of thousands of freight cars every year, will probably be one of the first to feel government regulations. There are already reports of cancellation of orders for lumber going into pleasure car construction, and automobile dealers everywhere are reporting the practical impossibility of getting deliveries on new cars. The automobile business is one of the first to feel the pinch of government action because of the immense bulk of freight room used. Other industries in proportion to pleasure car manufacture are not so vitally important individually, but the government will without question limit the production of many articles in which hardwood lumber plays an important part. This seems to be an assured fact and this probability seems to have been realized by the lumber trade.

The threatened curtailment and embargo have been the feature developments of the past couple of weeks, but aside from this the situation has maintained a more or less steady progress, marked mainly by development of the movement looking to the more general turning over of industry to war purposes. It is but natural that the lumber trade should be considering as its principal objective the possibility of best meeting the country's needs in this its greatest crisis.

Make Good on Your Resolutions

IT IS A VERY SIMPLE MATTER for the president of an association in convention to appoint a committee on resolutions, and it is equally easy for that committee to compile a flowery message of support—usually the abstract or general meaning of the word is embodied. It is easy for an association assembled in convention to unanimously adopt such a resolution and sad to say, the convention delegates usually find no difficulty whatever in immediately forgetting the spirit which it was intended the resolution should inspire.

A resolution adopted by a representative convention of business men giving flowery assurance of unwavering support to the government and the country is meaningless and a waste of valuable time unless in voting for its adoption each member feels the inspiration of real loyalty that should make his vote a personal pledge and a lasting obligation rather than the merely automatic function of parliamentary law. In other words, the resolution should stand for a concrete something; for a resolve to make a sincere effort in every case to meet the requirements for government service and government supplies.

Illustrating the usual absence of the connecting link between the resolution and ultimate action, a group of southern operators was asked to submit bids on specifications for a few unusually large oak timbers. Such a timber could be gotten out of an occasional tree, but because the dimensions were so unusually large as to be almost ridiculous from the standpoint of normal demand, the request was treated more or less as a joke and as a result that body of men went directly against a resolution of loyalty and support which it had adopted five minutes before.

The government specifications as they finally stand have in the

main been prepared by men who know what is required. The government would not ask for such specifications if they were not needed. Practical lumbermen at Washington are every day, through revision, bringing government specifications closer and closer to practical operating possibilities, but in the meantime the trade must realize that its obligation is to make an honest effort to meet government calls and to charge prices made not at random and grossly inflated because specifications are unusual, but rather based on a fair analysis of actual increased cost of getting out the unusual orders which the war work requires.

When the individaul lumbermen and the associations collectively reach the point where the spirit of patriotic resolutions actuates them in their operations, then these resolutions will have a purpose. Until then they are mere empty expressions and are worse than useless.

Will the Sherman Law Die?

IT IS NOT IMPROBABLE that the war will kill and bury the Sherman law; for all practical purposes it seems to be about the same as dead already. It had its origin in a time when there was a superabundance of hysteria and fright, lest business men might form combinations that would restrain trade. During that time associations were afraid to talk about prices for fear of prosecution by anti-trust laws. Anything that looked like team work was taboo.

The letter of the Sherman law is still on the books, but the spirit has flown away. The courts, politicians and people are not so easily frightened at teamwork and combinations as formerly. The war has brought the change about. The conflict is being carried on and it will be won by teamwork and close and extensive combinations. The question will naturally be asked, why combinations are so valuable in war and so dangerous in business.

It is fairly certain that the Sherman law, which forbade certain combinations and mutual understandings among men engaged in the same line of business, will be repealed, and that in its place laws will be placed on the books permitting many kinds of combinations for the betterment of business. The days of abstract theories in such matters are drawing to a close and the time for common sense has come. The preachers of conservation have been abroad in the land, and one of the truths which they have drummed into the public consciousness is that it is poor conservation for one man to knife another and hinder him from succeeding. It is better to stand together, one helping another instead of hindering. The Webb bill was the first step in that direction. It meant to legalize combinations to promote foreign trade. Other steps will follow and they may be expected to encourage combinations for the promotion of domestic trade. If combinations are good for foreign business, they should serve equally well for home business, and it should not be difficult to provide adequate safeguards to protect everything that needs protection. The war will be blamed or blessed for many changes, and indications are that not the least of these will be the attitude of the country toward the restrictive features of the Sherman law.

Earnest Call for Lumbermen

WHEN THE TWENTIETH ENGINEERS has been fully recruited it will be the largest regiment in the world and will contain 17,000 men. It will be made up very largely of experienced lumbermen, and so important is the work which awaits it in France that the War Department is willing to transfer practical lumbermen from other regiments to this one in order to fill it quickly. Its work will consist in providing lumber for the fronts in Europe. The problem of furnishing enough lumber for the trenches, roads, and bridges in the fighting zones is one of the most difficult that the War Department has to face. Though plenty of lumber is available in the United States, ship room is so valuable that it is more economical to send lumbermen across the sea and cut the lumber on the other side. The search for suitable men continues, and lumber operators in the United States whose employes are in the army have been asked to assist the government in locating such of these soldiers as are experienced lumbermen in order that they may be transferred to the regiment that provides the lumber on the other side. The importance of the log cutter and sawmill man is appreciated in this instance as perhaps never before.

Money for the War

IT WOULD BE NATURAL if some one were to ask by what process the United States can borrow money to finance the war, when the amount needed will probably exceed all the cash in the country, if all, down to the last copper cent, were gathered together.

The total amount of cash in the United States, including gold, silver, and paper, is about $6,000,000,000. On the face of the figures, it appears strange that the people have $21,000,000,000 on deposit in the banks—fifteen billion more than all the money in the country.

Congress has authorized the government to spend $7,000,000,000 in prosecuting the war. Some of this will be raised by borrowing and some by taxation. Again the question comes up: Where will the seven billion come from when the country has only six billion?

The methods of financing are various and sometimes peculiar and might be compared to the problem of "squeezing blood out of a turnip"—where there is no blood. Before coming to the conclusion that it is impossible, it might be well to look at what some of the countries now at war have done in the way of raising money for loans. Take the case of Germany for an example. The total sum of money in Germany when the war began, or shortly before, was $2,787,100,000, including gold, silver, and paper. Germany has spent about $20,000,000,000 in carrying on the war, approximately seven times as much money as the whole empire contains. It has raised it by loans and taxes; but how? Where does the money come from?

When a loan is floated there, the people turn in most of the cash they have and take government bonds. The government quickly spends that money for supplies and soldiers' pay, and it goes right back to the people. Little of it passes out of the country. Then another loan is floated, and the government gets the same money back, and again pays it out in the same way. It thus goes round a circle, and again goes round, and keeps going round, and there is no telling how much longer it may continue to go round. Apparently, the same money has been spent six or seven times over by the German government, and it owes $20,000,000,000 to its own people.

If our government follows the same plan to some extent, the consolation is that it has more money than Germany to begin with, and will not need to go round the circle so often. Our government will buy at home and the money will stay here, and while in rapid circulation, it will be plentiful, and an abundance of money in circulation always makes business good.

Housing for Mill Hands

MANUFACTURERS are giving more attention to such questions as proper housing for their help. This is proper, for the best work is done by satisfied and contented employes, and proper living arrangements are necessary to contentment.

Lumber mill towns have been looked on in some cases as merely temporary establishments, and for this reason comparatively little attention has been paid to housing. But in most cases the community established by lumber manufacturing is permanent, developing its own reason for existence and remaining after the lumber operation has been completed.

Consequently there is good reason why housing should be looked on as a permanent problem, and why some attention should be paid to giving mill hands living quarters which will make them satisfied with their jobs.

If agricultural products continue high throughout this year, the farmers of the country will be able to set up some loan banks of their own instead of needing the aid of the government loan banks.

The band ripsaw is a persistent candidate for attention in the wood-working institution, basing its claim to recognition upon the saving in kerf it is able to effect.

The 15 Per Cent Rate Hearing

Lumber interests of the United States were represented pretty thoroughly at the hearings and arguments in the 15 per cent rate advance case before the Interstate Commerce Commission at Washington recently. J. V. Norman and E. A. Haid appeared as counsel for the Southern Hardwood Traffic Association, which presented the first witness for the lumber trade in the person of J. H. Townshend of Memphis.

Mr. Norman participated in the examination of President Rae of the Pennsylvania Company and other witnesses for the railroads. He asked Mr. Rae whether the railroads should be given higher rates on account in part of the higher war taxes they have to pay, when other people or industries do not receive more money on account of taxes, being obliged to economize in order to meet the taxes. Mr. Rae replied that the railroads ought to receive fair rates.

Mr. Townshend in his testimony took the broad ground that the lumbermen are patriotic and willing to bear their share of increased transportation charges if the commission deems it necessary, but he argued that any increase allowed should not be on a percentage basis, as that would disturb existing rate adjustments and commercial competition, and if there is an increase it should be limited to the war.

Mr. Townshend presented statements showing how the hardwood shippers analyze the rate situation. In explanation of his tables he testified in part as follows:

To Buffalo, N. Y., Pine Bluff now pays $42.64 more than Wausau; with the proposed advance Pine Bluff will pay $47.32 more.

To South Bend, Ind., Pine Bluff shipments by the car now pay $47.84 more than Wausau, and will pay 852 under the advance of 15 per cent. Holly Ridge, La., now paying $63.44 per car more than Wausau, would pay $67.60.

To Toledo, Moorhead now pays $42.12 more than Wausau, but would pay $46.28 if a 15 per cent increase was granted. Pine Bluff now pays $38.64 to Toledo and would pay $48.88. Holly Ridge, now $58.24, will pay $64.48 in excess of Wausau.

To Chicago, Moorhead now pays $65 and would pay $72.80 under the 15 per cent increase proposition. Pine Bluff now pays $70.20 and would pay $78. Holly Ridge, now paying $85.80, will pay $93.60 more than Wausau.

The present relationship between Ohio and Mississippi river crossings to points in Central Freight Association and Eastern Trunk Line territories, has been in existence for a great number of years. Business has been adjusted to these conditions and to make the uniform advance of 15 per cent from each and every crossing will, owing to the variance of rates from these crossings, result in a disruption of the present spread as between the crossings. This disruption ranges up to 1½ cents.

Take, for example, the rate to Peoria. The advance from St. Louis is 1 cent, from Cairo and Evansville 1½ cents, Louisville and Cincinnati 1.9 cents. The present spread between St. Louis and Cairo is 2 cents. Under the proposed rate this spread will then be increased to 2½ cents. This same condition is also true of Evansville. The present spread between St. Louis and Louisville is 5.1 cents. Under the proposed advance this spread will be increased to 6 cents or .9 of a cent in favor of St. Louis. The same increase in the spread between St. Louis and Cincinnati of .9 of a cent is also true.

Taking Buffalo, N. Y., as another example, one notes that the rate from St. Louis under the present adjustment is 18.4 cents; the proposed rate is 21 cents, an advance of 2.6 cents. The present rate from Cincinnati to Buffalo is 10½ cents and the proposed rate 12 cents, an advance of 1½ cents. The present spread between St. Louis and Cincinnati is 7.9 cents. Under the proposed rate advance this spread is increased to 9 cents or 1.1 cents greater than now in effect.

The above cited cases are typical and reflect the disruption of the present adjustment considering one crossing inter-related with the other. Taking the adjustment to the Eastern Trunk Line base points, at the present time the rates to Philadelphia are made an arbitrary of 2 cents under the present rate to New York; Baltimore is 3 cents under the rates to New York and Boston is 2 cents over the New York rate. The result of a horizontal 15 per cent advance will be the absolute disruption of the adjustment.

The spread between St. Louis and Cincinnati to eastern trunk line points is in each and every instance increased by 1 cent in favor of Cincinnati. The present spread between Cairo and Cincinnati is increased in amounts ranging from .8 of a cent to 1.4 cents. The present spread between St. Louis and Cairo is disrupted, as would be the present spread respectively between Cairo and Evansville, between Louisville and Evansville, and between Louisville and Cincinnati.

Summing up the effects on Trunk Line territory proposed in the 15 per cent case it will be found that in no instance does the advance from the Ohio and Mississippi river crossings equalize. The extent of the disruption of the present adjustment can be easily ascertained from the statements submitted to the commission by a mere subtraction of the measure of advances from one crossing compared with another.

To thirteen of the nineteen points shown in my table the spread between Cairo and St. Louis rates is increased ½ cent in favor of St. Louis. To 17 of the 19 points Cincinnati gets the lowest advance of all the crossings. To 6 of the points Louisville gets the lowest advance. To 13 of the points Cairo gets the greatest advance and in no case does it get the least advance. To 3 of the destinations shown St. Louis gets the least advance and to 6 it gets the greatest. To 4 of the points where the Cairo advance is not the greatest, the Cairo advance is only 1/10 of a cent less than from the point which takes the greatest advance.

The position of other representatives of the lumber interests at the hearings and arguments were similar to those of Mr. Townshend. They protested that lumber is doing well for the railroads, now, while substitutes and other bulky freight pay lower rates. They pleaded, however, that any rate increase should not be by percentages and thought that it ought to be limited to the war.

Gen. L. C. Boyle, counsel for the National Lumber Manufacturers' Association, urged that the economic aspects of the situation be carefully considered by the commission before it disturbs existing relationships. A. G. T. Moore, assistant secretary of the Southern Pine Association, declared that the commission should not upset existing parities between competing lumber-producing sections and lumber consuming markets.

W. E. Gardiner of the Georgia-Florida Sawmill Association, testified in opposition to a percentage rate increase. George L. Forester of the Western Carolina Lumber & Timber Association, which is said to be largely hardwood men, read a statement showing the stand of the association on the question before the commission.

The lumbermen's testimony was taken by Examiner Disque of the commission's staff. The opening testimony of the railroads was presented before the full commission. After the testimony for separate industries was all in the full commission met again for rebuttal testimony by the carriers and cross-examination by the shippers; also to hear general statements by F. A. Vanderlip, head of the war savings certificate division of the treasury department, and Paul M. Warburg, vice chairman of the federal reserve board, who advocated rate increases as necessary at this time.

The commission also sat as a body while Clifford Thorne, chief witness and counsel for shippers' interests generally, presented a mass of material in opposition to the proposed rate increase, and finally during oral arguments in the case, which were postponed for one day in order to give the shipping interests more time.

The commission has set December 17 for hearing an application of western railroads for a general rate increase, and southern roads are also in on the demand for higher rates.

The commission has consolidated a number of fifteen section applications of the railroads for increases in rates on commodities, including boxboard, wood rollers, vehicle parts, lumber and forest products, with investigation and suspension docket 1125, which is being considered in connection with the 15 per cent rate advance case.

One of these is the application of the Boston & Maine Railroad to increase rates on lumber and forest products from points on the Boston & Maine and St. Johnsbury & Lake Champlain Railroad to points on the Central New England Ry., the New Haven R. R., Rhode Island Company and other lines.

Other applications received by the commission under the amended fifteenth section include the following:

C. C. McCain, Agent. Lighterage of lumber and forest products in New York harbor.

R. H. Countiss, Agent. Non-application of lumber and other forest products rates from north Pacific coast points to stations between Duluth and St. Paul via Canadian Northern Ry. and Duluth, Winnipeg & Pacific Ry., through Duluth.

Central R. R. of New Jersey—Wooden patterns between Brooklyn and New York stations and adjacent territory and Bethlehem and South Bethlehem, Pa., Phillipsburg, N. J., and other stations.

E. R. Boyd, Agent—Sash, doors and blinds from St. Paul, Council Bluffs, Ia., and various points to Illinois, Iowa and other stations.

L. E. Chalenor, Agent—Cancellation of through commodity rates on lumber from Southern Ry. Memphis division stations to Chicago and Milwaukee.

L. E. Chalenor, Agent—Cottonwood, cypress and gum lumber from East St. Louis, Ill., to Alton, Ill., and points taking the same rates in section 2 of I. C. C. A95.

L. E. Chalenor, Agent—Lumber and articles taking lumber rates from Charleston, S. C., to Jacksonville, Eastport and Fernandina, Fla.; from Eastport and Jacksonville to Charleston, S. C., and from Eastport and Jacksonville to Beaufort and Port Royal, S. C.

M. P. Washburn, Agent—Lumber from Mississippi Valley territory points to stations on the C. & O. R. R.

Missouri Pacific Ry. Lumber and forest products from points in Arkansas, Louisiana, Mississippi, Missouri, Oklahoma and Texas to points in C. F. A. territory, Wisconsin and Ontario.

Lumber and log rates from the southwest to Paducah, Ky., are to be introduced under a recent decision by the supreme court in the case of St. Louis Southwestern Ry. against the Interstate Commerce Commission and the United States government. The decision affirmed the judgment of the lower federal courts and of the Interstate Commerce Commission in the Paducah lumber rate case, which was briefly to the effect that the 22 cent rate to Paducah was unreasonable and should not exceed 15 cents, the rate to Cairo from the southwestern blanket territory, and that the railroads should put into effect an alternative through route with joint rates from the southwest to Paducah via Memphis.

The Cotton Belt and Iron Mountain carried their fight against the commission's finding into the federal courts, but did not get very far with it. They argued that the commission has exceeded its power; that their constitutional rights had been invaded, and many other fine points, most of which the supreme court dismissed with scant consideration. The court held that the commission had the power to do what it did do and that the carriers could not obtain an injunction against enforcement of the commission's order.

Situation in Memphis Territory

According to officials of the Southern Hardwood Traffic Association, Memphis, there is no improvement in the car situation, either with respect to inbound movement of logs or outbound movement of lumber. On the contrary, they state that the scarcity is becoming rather more pronounced and that it is becoming increasingly difficult to secure cars for handling either logs or lumber. It is estimated that, in the matter of outbound shipments, lumber interests are not securing fifty per cent of their requirements, taking the Memphis and valley territories as a whole, while in some localities manufacturers are having to content themselves with as little as twenty-five per cent. Mills at Memphis are, in some instances, already closed down because they cannot secure enough cars for handling logs while others are threatened with forced suspension in the immediate future if there is not a radical increase in the number of cars and therefore in the number of logs available.

Hardwood production is therefore substantially smaller than it was a month ago and indications are that there will be a still further reduction in the output. The car shortage is the greatest handicap the manufacturers are experiencing but they are also suffering to an appreciable extent from the shortage of labor and the high cost of the latter resulting from this scarcity. Members of the open competition plan of the Hardwood Manufacturers' Association, during their meeting here recently, laid particular emphasis on two facts: 1—That hardwood production is already sharply below normal because of the car shortage, and 2, that it promises to become much smaller if there is not a change for the better in the number of cars available and in the quantity of labor to be had. Memphis lumbermen generally are inclined to share this view.

The transportation problem is rapidly resolving itself into a question, so far as lumber itself is concerned, of "who is the buyer and for what purpose it is intended." The government is seeing to it that cars are promptly furnished by the carriers for all lumber that is going to be used, either directly or indirectly, by the government in the winning of the war. And those who are selling to the government are finding their transportation troubles disappearing very quickly. Those who are catering to private industries, however, are meeting with increasing difficulty in securing cars and are absolutely at the mercy of the railroad war board and the railroads themselves. They are getting some equipment but they are having a hard time of it. Priority order No. 2 was a serious blow to certain classes of lumber, notably high grade gum and oak, used in furniture manufacture. Gondola cars can not be used for its shipment and there are very few box cars available.

Recent developments disclose much more effective co-operation between the lumbermen of this territory and the government than heretofore. The enlargement of the Southern Hardwood Emergency Bureau and the mobilizing of the hardwood industry of the country through that body have brought about much more satisfactory results all around and have forced realization of the fact that non-essentials must be eliminated. Lumbermen are beginning to appreciate the fact that the government is determined to win the war and to put forth every energy possible to this end. They are also beginning to appreciate the fact that they can help, and help a great deal, in this patriotic work by aiding the government in securing its supplies in the way of hardwood lumber and timbers. And they are also more appreciative now, than ever before, of the fact that, in helping the government, they are helping themselves, since the government sees that they get all the cars needed for filling its orders.

There is also some prospect that the government will undertake to insure larger hardwood production by requiring the railroads to furnish more flat cars to the manufacturers of lumber who are working on government orders. The lumber or timbers cannot be shipped before being manufactured and the providing of cars for handling logs for the mills is just as essential as providing cars for handling the products of these logs. Indeed, in the last analysis, log cars should come first, in the opinion of members of the trade here, and cars for handling the products of these logs should come second.

One of the largest manufacturers of lumber in this part of the country today said that he issued instructions to the sawyer at his plant to cut only specified lengths, widths and thicknesses until further notice. He said his aim was to produce nothing that could not be used by the government in shipbuilding or other departments of its activities, and there are other Memphis lumbermen now who are tackling the proposition from very much the same angle.

As we learn to utilize more and more of the tree to advantage, it looks like the gasoline engine is the logical thing to replace the wood burner as a driving engine for the portable sawmill.

Many splendid ideas are advanced by enthusiasts at the trade conventions, but one trouble is in that most every advocate of an idea thinks that his own particular hobby is pretty near the whole works, while most all of them are merely parts of the complex problem of business and industry. What we need is more co-ordination of parts, more teamwork and less starring of individual ideas.

Occurrences at Washington Interesting to Lumbermen

Procuring Wood for the Government and Organizations Which Will Do the Work

Orders Follow Reorganization

The reorganization of the Southern Hardwood Emergency Bureau has been followed by receipt of orders. Besides the 700,000 feet of oak ordered from it not long ago for export to France for military purposes, the bureau recently received an order from the French High Commission for 10,000 pieces of oak tongues for artillery. It is for pieces 4½ by 4½ inches and 11 feet 6 inches long, and will require about 200,000 feet.

The hardwood bureau is now in touch with all purchasing branches of the government and it is expected to receive additional orders on a considerable scale. Already F. K. Paxton, lumber purchasing agent for the Emergency Fleet Corporation, who is reported to have clashed with the bureau some time ago, has been in conference with its representatives, and they expect that there will be orders distributed for a quantity of hardwood ties and other material for ship building yards and perhaps for other purposes.

W. E. DeLaney of Lexington, Ky., former member of the old lumber committee, is present daily at the offices of the emergency bureau.

Further opportunities for hardwood lumbermen are seen in the proposal discussed at the recent 15 per cent rate advance hearings that 100,000 freight cars should be built by the government with a view to relieving the freight congestion prevailing in the country. President Rea of the Pennsylvania railroad advocated that this be done if the lumber and other materials can be obtained at government prices. Interstate Commerce Commissioner McChord suggested that the government might lend the railroads money to provide the cars.

It is reported that after the 22,000 airplanes now said to be under contract are completed, it is planned to authorize the construction of 75,000 more airplanes.

Purchases of Lumber

The Navy Department Bureau of Supplies and Accounts has awarded contracts recently for a large number of lots of hardwood and other lumber for various purposes. Much of this material, it is said, is bringing high prices from Uncle Sam. Most of the lumber is for stocks at the navy yards, naval stations and other branches of the naval establishment. The navy contracts awarded include the following hardwoods:

Green domestic, white oak—1,275,000 feet to John B. Yates Lumber Co., Pennboro, Va., $84,725.

Mahogany—45,000 feet to the Palmer & Parker Company, $10,860; 6,300 feet to White Bros., $1,571; 7,500 feet to same, $1,908.

Maple—8,000 feet to T. J. Shryock & Co., Washington, D. C., $829; 15,000 feet to Louisville Point Lumber Company, $1,096; 3,000 feet to Wyatt Prock Company, $234; 5,000 feet to Elias & Bro., Buffalo, $545.

Poplar—8,000 feet to Burgess Bros. Company, $544; 113,000 feet to James & Abbott Company, Boston, $7,786; 10,000 feet to Louisville Point Lumber Company, $905.

Black walnut—3,000 feet to Staley Lumber Company, Liberty, N. C., $450.

Hickory—2,000 feet to White Bros., $335; 1,500 feet to Elias & Bro., $187.

Lignum-vitae—140,000 pounds to J. H. Monteith, New York, $9,137; 5,000 pounds to White Bros., $222.

Ash—5,000 feet to White Bros., San Francisco, $845; 16,000 feet to Burgess Bros. Company, Brooklyn, $1,440; 72,000 feet to Riel-Kadel Lumber Company, Memphis, $7,464; 82,000 feet to same, $8,787; 29,000 feet to Wyatt Prock Lumber Company, Philadelphia, $2,688; 15,000 feet to Riel-Kadel Lumber Company, $1,440; 6,000 feet to Palmer & Parker Company, Charlestown, Mass., $492; 16,000 feet to Wyatt-Prock Lumber Company, $1,264; 30,000 feet to Riel-Kadel Lumber Company, $2,730; 90,000 feet to Dudley Lumber Company, Memphis, $7,799; 144,000 feet to same, $12,528; 90,000 feet to same $7,697; 210,000 feet to same, $18,360; 63,000 feet to J. E. Stark & Company, Memphis, $4,745; 38,000 feet to same, $2,939.

Agents for the government are reported to have placed orders in Vermont and the Berkshire region of Massachusetts for a large quantity of maple chunks and lumber for use in building roads and as "staples for pile drivers" at the Hogg Island ship yard, the material to be delivered in a succession of carloads over a period of two or more years.

Wooden Ships

Joseph O'Neil of the Henry O'Neil Lumber Company, St. Louis, has been appointed to act as secretary of the office of the director of lumber under the Council of National Defense. He says that the director of lumber wants price lists and stock sheets of hardwood and other lumber manufacturers and associations, so that he can supply without delay information requested by officials of the United States Government and purchasing officers representing the allies. These officers submit requisitions for special hardwood stock and other lumber material on which they want immediate action.

Another big grist of contracts for hardwood and other lumber has recently been awarded by the Navy Department. The contracts were made with the advice of W. M. Morford, the Nashville lumberman, who is serving as an expert adviser on lumber to Admiral McGowan, paymaster general of the navy, who, by the way, is reported as not unlikely to be deprived of much of his power in the near future by the navy entering into the agreement to purchase war materials and supplies for the United States and the allies through the joint purchasing commission of the war industries board, Council of National Defense.

Oak, plain, FAS 56,000 feet, to Wyatt-Prock Lumber Company, Philadelphia, $4,560; 200 white oak piles, to same, $4,160.

Plank, 34,000 feet, to Charles E. Lane Company, Parkersburg, W. Va., $3,060.

Ten thousand feet butts, domestic, flitch-sawed, to Wyatt- Prock company, $620.

Shaft logs, 21,000 feet, to W. M. Ritter Lumber Company, Columbus, O., $1,260.

Plank for boat building, 57,000 feet, to the Lane company, $5,280.

An order for 1,240,000 feet plank was divided among several navy yards, the Lane company getting allotments for Norfolk at $122,745, Boston at $5,700 and Puget Sound at $7,150; and the Woodstock Lumber Company of Boston getting a contract for $1,747 to be delivered at the Charleston, S. C., navy yard.

White or red oak for bending contracts were awarded as follows: 82,000 feet to Wyatt-Prock company for $5,392; 60,000 feet to same for $5,500; 90,000 feet to Charles E. Lane Company for $8,550; 42,000 feet to the Bliss-Cook Oak Company, Blissville, Ark., for $3,560; and 25,000 feet to James E. Stark & Co., Memphis, for $1,750.

No. 1 white oak timber, 59,000 feet to Lane company for $4,366; 50,000 feet to the Export & Domestic Hardwood Company, New York, for $4,565; 130,000 feet to J. Natwick, Baltimore, for $6,260; 15,000 feet to the Export & Domestic company for $825.

Domestic, FAS, quarter-sawed, 15,000 feet to North Vernon Lumber Company, North Vernon, Ind., for $1,397; 30,000 feet to Wyatt-Prock company for $2,930; 15,000 feet to McEwen Lumber Company, Azalia, N. C., for $1,444; 22,500 feet to James E. Stark & Co., Memphis, for $1,947, and 15,000 feet more to the same concern at $1,285.

White oak, FAS, shipping or air dry, 6 inches and wider, average 9 inches by 8 to 16 feet long, 32,000 feet to Staley Lumber Co., Liberty, N. C., for $2,144; 30,000 feet to Wyatt-Prock Lumber Company for $2,190; 690,000 feet to Charles E. Lane Company for $53,910; 10,000 feet to Staley Lumber Company for $600; 52,000 feet to Ferd Brenner Lumber Company, Alexandria, La., for $3,623; and 15,000 feet to same for $1,005.

Four thousand feet white ash, firsts, to Mowbray & Robinson Company, Cincinnati, for $600; 88,000 feet to the same concern for $11,950.

Box material—70,000 feet of No. 1 box boards, poplar, spruce and white cedar, were awarded to James & Abbott Company, Boston, for $2,093.

Recently signed contracts for merchant ships for the government account for a total of 550 steel ships and 450 wooden and composite ships contracted for for war mercantile purposes. The first steel ship is to be completed at Seattle November 24 at the plant of Skinner & Eddy, operated by an old lumberman, D. E. Skinner, and the first wooden ship built for the government since the war began is due to be launched about December 1.

That the government should place soldiers at every sawmill to protect the mill properties and keep agitators out is the suggestion made recently by J. T. Gregory of Tacoma, member of the old lumber committee.

The last requisition order for lumber by the shipping board is

broader than the lumbermen at first contemplated, if the view of J. H. Haynen, lumber purchasing agent for the board, prevails. The order placed an embargo on the shipment, except for the board, of material having a face of 10 inches or more and lumber more than 2 inches thick, any length. Mr. Haynen is reported to have decided that this operates to shut off private shipments of anything more than 2 inches thick, of any width whatever. Lumbermen have laid the question before the priorities committee.

It is reported that wooden shipbuilding is to be dropped by this government after the completion of the 300 or 400 vessels of this type now under construction. This is an official decision by the shipping board, it is reported, but unofficially announced. While hardwood ship material for the shipping board has been ordered and is said to be delivered satisfactorily, government officials charge that there has been too much delay in delivery of softwood materials, especially yellow pine.

Some time ago a Mr. Eichberg, representing certain lumber interests, was here agitating the proposition to substitute oak for pine in certain big ship timbers, as he claimed the oak pieces could be gotten out readily by gangs of hewers. After consultation with the shipping board officials, however, it was determined that such substitution should not be generally made. Technical questions of the relative weight of oak and pine, and other matters are involved in the proposition.

However, it is reported that the substitution of oak for pine in thirty or more items of the ship schedule being followed on contracts for a small group of wooden ships under construction in Florida, has been allowed by the shipping board authorities, presumably for good reasons. Further substitution now appears to be permitted under the new schedule.

The fact that many of the large timbers are needed at the very beginning of the construction of a wooden ship makes delays unfortunate, as work cannot go ahead on the rest of the vessel naturally until the peel, flitches and ribs are put together.

The most recent specifications point out to what extent hardwoods may be substituted for pine and fir and sizes are shown for various items.

Demand for Various Articles

Expansion of government activities in many lines incident to the war has caused a big demand for various articles of hardwood. Furniture is being bought in large quantities by the various government departments. An example is a recent order for $68,000 worth of furniture for the War Department offices here, and that is by no means all even for that one department. Field desks are being bought in 10,000 lots by the quartermaster corps of the army, chiefly at the depots in Philadelphia and New York. Each officer down to the rank of captain is entitled to a desk and they are being made in quantities for the army at the various camps in this country and France.

Over 100,000 lockers for officers and men of the army have been contracted for by the quartermasters, and they are said to use hardwood in their makeup. The engineer corps of the army is reported to be buying handles and other hardwood materials. The medical corps has bought furniture, beds, chests, stretchers, and other equipment for hospitals, sanitary, veterinary, medical, dental, ambulance and hospital contingents of troops required for an army of a million men.

Purchases of these materials and equipment for the medical branches of the service are mostly made through the New York, Washington and St. Louis supply depots of the medical corps. The engineer corps buys chiefly through its depot in this city, the quartermasters department through depots at a dozen or more cities, but principally at Philadelphia, St. Louis and Jeffersonville, Ind. The ordnance bureau of the War Department is also buying furniture and other hardwood manufactures and supplies at its ten division headquarters throughout the country, about a dozen arsenals, and through ordnance inspectors at army camps and munition factories all over the land. Sixty sets of standard wood and metal filing cases were recently purchased for the quartermaster corps. Six hundred and fifty thousand cots have been bought for the army cantonments and it is stated that "a few more" will probably be needed. Most of these cots are steel, it is said.

The lumber industry is being drawn upon quite freely by the engineer branch of the army. A recent report describing the work of that branch contains the following statements touching the industry:

Nine railroad regiments and one forestry regiment have been raised as part of the National Army. The engineer equipment order included four miles of pontoon bridges. Shipments to the army camps here totaled 48,000,000 pounds in 64,000 separate cases and boxes. Railroad equipment bought for American military purposes abroad included half a million ties, "a vast quantity of timber" and other supplies.

Woods for Special Uses

Manager Pritchard of the Southern Hardwood Emergency Bureau says that he understands that gum, ash, hickory, oak and pine are to be used in making the bodies of 10,000 standard army motor trucks recently contracted for by the War Department for delivery by next June.

Mr. Pritchard expressed satisfaction with the new ordnance bureau's specifications for ordnance equipment packing boxes. They permit the use of many hardwood lumbers, and Mr. Pritchard says there will be plenty of room for them all, as it is believed that probably hundreds of millions of feet of box lumber will be required.

Henry Ford, the Detroit motor car manufacturer, who has joined the shipping board's staff as an expert on standardization, says that the production of pleasure cars has to be curtailed, which will mean that the lumber used for car bodies will largely be available for other purposes, such as the manufacture of airplanes.

In view of the impetus recently given to the proposition for a big fleet of government freight cars to be used in relieving the war time congestion of traffic, and the announcement that a bill will be introduced in congress next month to provide $100,000,000 for freight car building, lumbermen are urging that the proposed government cars be built of wood, owing to the scarcity of steel and the many other big demands for it.

About 53,000 cars of lumber have been shipped for government war purposes, the orders for it being placed through the old lumber committee or the director of lumber.

The large number of hard and softwoods used in the manufacture of airplanes will be increased by adding cypress lumber, if the idea of British purchasing officials here works out. They have been prospecting with a view to placing an order for 15,000,000 feet of high grade cypress for aircraft stock.

It is announced that the American Red Cross service is planning to operate experimental units in the line of portable barracks, standardized in sections, so that they can be set up for hospitals, rest stations, canteens, etc. These portable structures are made of wood very largely, and the same material, it is understood, is to be used in an American Red Cross artificial limb factory in France, which will supply the French government, at cost, with an improved type of artificial leg, to be used in lieu of the European type, which is said to be much heavier than the American artificial limb and not so well fitted.

The development of national forest reserves in the Appalachian Mountains is being delayed by the action of the Georgia legislature in enacting a law forbidding the government to acquire land in Georgia by condemnation without the consent of the owners. Of course, there is no necessity for condemnation if the owner consents to the acquisition of the property.

The purpose of the legislature, it is believed by the Forest Service, was to head off a plan under which the government sought to acquire considerable tracts of land owned by lumber companies in the Savannah and Georgia forest areas. The policy of the service will be to decline to purchase except at reasonable prices, and it is not believed in official circles here that the owners can find other pur-

chasers for the lands, for which prices asked of the government were considered unreasonable by the Forest Service officers.

Small Mills Handicapped

Many small mills are seeking to get into the lumber trade emergency bureaus, but when they come to explain their facilities they generally find that the government specifications cannot be complied with, because they call for finished material and in lengths and widths which small mills do not generally cut in quantity. While some small mills might be able to get out the stuff if they had unlimited time for doing it, it is explained that Uncle Sam cannot wait while the Prussian mad dog is running at large.

A. P. Smith, secretary of the National Wholesale Sash and Door Association, was in Washington recently and estimated that his association had distributed among its members orders from the government for between a million and a half and two million dollars' worth of sash and doors for the army cantonment buildings. These orders are well filled now and Mr. Smith expects additional government business here and abroad. He said that the Washington office will look after the details connected with government contracts and keep in touch with the situation.

Horace Taylor of Taylor & Crate, Buffalo, N. Y., is Mr. Downman's assistant on hardwoods and expects to remain at Washington until the end of the war. Hardwood purchases for the government and the allies will be passed upon by Mr. Taylor and his associates.

Lumbermen engaged on government business here have been cautioned against talking about orders placed with them, especially for export to France for American military purposes. It is feared that knowledge of such purchases may reach German spies, who can take steps to get the information to German submarines or to crooks in this country who might practice sabotage at the mills or elsewhere before the material leave American ports. It is understood that orders for millions of feet of lumber are being placed for export on government account.

It is reported that representatives of vehicle and implement wood interests are opening an office in Washington to keep in touch with government developments.

A new series of aviation schools is about to be constructed for the United States army which will call for many millions of feet of lumber.

Commandeering

It is said that the only commandeer order issued under the war power of the government has been directed toward getting ship timbers, although there have been reports of commandeering airplane spruce.

For the first time the war powers of this government are being exerted to compel the production of material for an allied government. This instance arose when the Douglas Fir Emergency Bureau advised the Council of National Defense that it might not be able to supply about 25,000,000 feet of fir for airplane stock for the Italian government and 10,000,000 to 20,000,000 feet of airplane stock for the British government. Orders for this material had been received some time before and there had been delay owing to labor troubles.

When the fir people made known their attitude, the case was put up to Director of Lumber Downman, who after consulting with certain officials, served notice on the fir bureau that the material must be furnished. His notice was based on action by the war industries board, which is said to have the commandeering power.

That the government should not go very much further in fixing prices of important commodities is the belief of high officials of the Council or National Defense, which probably means that lumber prices will not be fixed by government action for the present at least.

The defense council has decided that there is not legislative authority for the government to deal with the housing question as was proposed by the special committee on housing. Legislation may be sought later with a view to securing co-operation between the Federal Government and local communities and government contractors in the matter of providing housing facilities for the increasing army of workmen on war orders. Meanwhile, however, each department of the government which has large war contracts out will do what it can to meet the scarcity of housing. The shipping board and some other departments, it is stated, have authority to pay contractors doing their jobs for expenses incurred in providing houses for their workmen. The reimbursing will be part of the contract price for the shipbuilding or other war job.

Non-Essential Articles

Officers of the government have been talking for some time about the necessity of curtailing unessential industries. This question became perhaps critical when the Railroads' War Board announced the other day that it had submitted to Judge Lovett, priority commissioner under the council of defense, and Dr. Harry Garfield, fuel administrator, a list of 525 commodities which the railroads did not deem essential, with the suggestion that they be denied transportation or required to wait until essential supplies and materials have all been shipped. This would have been equivalent to prevent shipment altogether, as the railroads practically admit that they cannot carry all the things necessary for the conduct of the war.

Immediately floods of inquiries came to Washington from business men in all lines wanting to know if their products were unessential. The list considered unessential by the railroads could not be obtained of the railroad people or at the council of defense, it being stated at the latter place that they are not engaged in making panics, and that no list of essential or unessential industries would be published by the government.

The Forestry Regiment

Lumbermen who have recently joined the war service of the country in the Twentieth Engineer regiment include George A. Bentley, who was in charge of the division of maintenance in the Forest Service headquarters at Washington. He has been made captain in the ordnance branch of the army and is serving on duty in connection with the purchase of material for this very important bureau, which is far larger in size now than the whole War Department was before the war.

R. T. Demsey of the Long Bell Lumber Company, who was for some time executive secretary of the priority committee of the war industry board, Council of National Defense, has gone back to the Southwest, being succeeded by Mr. Gaegan as secretary of the committee.

Knowlton Mixer of Buffalo and Walter Morrison of Minneapolis, retired lumbermen, have volunteered for Red Cross service and will take charge of branch depots of the organization in France for handling relief supplies for soldiers and civilians.

F. G. Wisner, chief assistant to R. H. Downman, director of lumber in the purchasing section of the war industries board, has at last left for a vacation, the first in several years. He went to Clinton, Iowa, to visit his mother.

Ammunition Boxes

Lieut. H. N. Knowlton of the Ordnance Reserve Corps, an old Forest Service man, is in charge of work in connection with specifications for wooden boxes for the ordnance branch of the army. Lieut. Knowlton has recently completed specifications for boxes for shipping ordnance equipment, and is now studying the matter of boxes for shells and other ammunition. These latter boxes never have been standardized, it is said, and they present quite a problem, owing to the many different sizes of shells and varieties of ammunition. A different box is now required for each type of ammunition.

For a long time the ordnance department specified only white pine for boxes, but under the new specifications prepared by Lieut. Knowlton, many different kinds of hard and other woods can be used. The woods are grouped according to their weight, the heavier varieties being permitted to be used in box making for shipping heavy materials, and the lighter woods for lighter boxes. Lieut. Knowlton says that weight and nailing are the secrets of success in boxes for army purposes. The Forest Service tests

showed that the manner of nailing is a very big factor. The lieutenant says that he has no idea what amount of lumber will be needed to make ordnance boxes or the cost of the same.

The specifications for the boxes designate the sizes and shapes, and the classes of lumber that may be used. Four groups of woods are acceptable, but the grouping is not based on whether the woods are hardwoods or softwoods, but are specified as follows:

Group 1 White pine, Norway pine, aspen, spruce, western yellow pine, cottonwood, yellow poplar, Balsam fir, chestnut, sugar pine, basswood, cypress, willow, noble fir, magnolia, white fir, buckeye, cedar, redwood, butternut, cucumber, alpine fir, lodgepole pine.

Group 2 Southern yellow pine, hemlock, Virginia and Carolina pine, Douglas fir, larch.

Group 3 White elm, red gum, sycamore, pumpkin ash, black ash, black gum, tupelo, maple, soft or silver.

Group 4 Hard maple, beech, oak, blackberry, birch, rock elm, white ash.

Such matters as thickness, width, surfacing, nailing and joining are stated in detail.

Personals

Roy Jones has been selected to open in Washington a joint office for the Michigan Hardwood Manufacturers' and the Northern Hemlock and Hardwood Emergency bureaus, from which will be conducted a campaign of promotion among government officials and allied representatives, in the interest of the northern hardwood products, especially those coming out of Michigan and Wisconsin.

W. E. DeLaney having returned to Lexington, Ky., the office of the Southern Hardwood Emergency Bureau is occupied at this time by F. W. Mowbray of Cincinnati, representing eastern hardwood lumber manufacturers; H. B. Weiss of Memphis, representing southern hardwood manufacturers; J. M. Pritchard, the new manager of the bureau, and E. E. Myers,

The Southern Hardwood Emergency Bureau expects to do a good business with the home and foreign governments. It has been consulted by representatives of the same recently with regard to various prospective orders, one of them being a lot of hardwood railroad ties for the Italian government.

So extensive are becoming the lumber operations of the navy at its several yards and naval stations that it appears that lumbermen are to be placed in charge of such operations at those establishments. It is reported that George H. Cheeley, who has been an eastern representative of H. H. Hitt Lumber Company of Nashville, has been selected to take charge of the lumber yard in the Portsmouth, N. H., navy yard. It was not known whether Mr. Cheeley would accept the offer.

The number of lumbermen coming or writing here with a view to helping the government is constantly increasing. Last week Olin White, representing Love, Boyd & Co., hardwood manufacturers and dealers of Nashville, Tenn., was around inquiring about Uncle Sam's possible requirements for ash and other hardwood stock. Mr. White has been mentioned for possible appointment to the engineer reserve corps, U. S. A.

Robert Allen, secretary of the West Coast Lumbermen's Association, is here working in the interest of far western lumber manufacturers.

Harry T. Kendall of the Kirby-Bonner Lumber Company and E. A. Smith of New Orleans are on the job in the Southern Pine Emergency Bureau.

Arthur B. Ransom of Nashville, Tenn., is one of the well-known hardwood lumbermen here this week. Mr. Ransom inquired what his three mills could do to help the government. He is reported to be finishing a contract for 5,000,000 or 6,000,000 gunstocks for a certain government. One of Mr. Ransom's mills, it is understood, has been making music boxes or Victrola cabinets and he was inquiring about the extent of possible curtailment in the production and shipment of musical instruments. He is understood to have learned that Judge Lovett, the priority commissioner, recently issued an order restricting the shipment of materials for musical instruments, passenger vehicles, etc., to the extent of requisitioning open top cars for other purposes.

A. L. Johnson, president of the Mansfield Hardwood Lumber Company, Winnfield, La., has been appointed member of the managing committee of the Southern Hardwood Emergency Bureau. One more member of the committee is to be appointed from the eastern district of the hardwood section.

Mr. Pritchard says that it is not planned to readjust hardwood prices to the government periodically, as pine prices are adjusted monthly. Hardwood orders are generally for special stock and there may be a different price on each.

J. M. Pritchard Becomes Manager of Southern Hardwood Emergency Bureau

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, left for Washington November 14, closely following the action of the board of governors of that organization in lending his services to the Southern Hardwood Emergency Bureau at Washington for the period of the war, and has already entered upon his new duties, involving the distribution of such orders among the hardwood trade as are placed by the government for war purposes.

The unanimous action of the board of governors of the association in lending the services of Mr. Pritchard to the bureau for the period of the war resulted from receipt of a telegram from M. W. Stark, chairman of the bureau, to H. B. Weiss, president of the association, in which he declared that Mr. Pritchard was the most available man for the position because of both his training and his abilities.

Immediately after adjournment of the meeting of the board, which was attended by practically all members thereof, as well as by numerous lumbermen identified with the association, Mr. Weiss sent the following telegram to Mr. Stark at Washington:

Your telegraphic request of the tenth instant received. Directors held meeting today. Unanimously tender the services of our secretary to the emergency bureau and offer entire resources of the association to the government through your bureau. Pritchard leaves Wednesday night.

He also dispatched the following wire to R. H. Downman, director of lumber, raw material division, war industries board, Council of National Defense:

At the request of M. W. Stark, chairman of the Southern Hardwood Emergency Bureau, we have today given the services of our secretary, John M. Pritchard, to the bureau for the period of the war. We feel that Mr. Pritchard will be of inestimable value to the bureau and to the government. This association, to the last man, will stand behind the bureau and the government, backing their actions, and is anxious to co-operate to the end that greater efficiency may be developed and the war brought to an early and successful termination.

The members of the board and all others present not only agreed to do everything they could in behalf of the government, but they assured C. E. Van Camp, on whom the duties of Mr. Pritchard will largely fall, that they would give some of their time toward assisting him in directing the affairs of the organization during the absence of Mr. Pritchard.

Mr. Pritchard said, before leaving, that he had never seen a more loyal or patriotic spirit displayed than that shown by those who attended the meeting of the governing board of the association, and that, after listening to the declaration that every man stood solidly behind the government and the bureau, he was leaving Memphis with the positive conviction that every member of the association meant just exactly what he said.

Mr. Pritchard hopes to return to Memphis for the holidays, and also for the annual of the Gum Lumber Manufacturers' Association in January, but he said that his immediate future plans would be determined by the requirements of his new work and that he did not know what he would be able to do in the direction of following his own inclinations about getting back to Memphis. His family will remain in Memphis for the present.

The enthusiasm generated at this meeting of the governing board reached such a high pitch that it was decided to organize a volunteer war council among Memphis lumber manufacturers to co-operate with the bureau and with the government in seeing that the latter secures its full requirements in the way of hardwood timber and lumber. This war council, it is planned, will hold luncheons at stated periods, and no subject will be allowed discussed that does not bear directly on the needs of the government and means for taking prompt care thereof.

Memphis is particularly well represented on the Southern Hardwood Emergency Bureau. In addition to having Mr. Pritchard as the manager of this bureau in the placing of orders among members of the hardwood trade, it has four members of the bureau: H. B. Weiss and R. L. Jurden, who have been identified with the bureau since it was first organized, and Ralph May and W. A. Ransom, who were elected thereto when it was decided some days ago to increase the size from six to twelve.

Each of these four lumbermen has agreed to give two out of every six weeks to the work of the bureau at Washington, with the result that one Memphis member will be in Washington all the time. It is clearly understood, however, that, in the distribution of orders, Mr. Pritchard will be governed almost wholly by the necessity of conserving freight room, whether on cars or on ships. Lumber will be ordered where it can be delivered with the shortest haul, whether to an industry or to a port for clearance for Europe.

GENERAL VIEW OF THE BABCOCK MILL INDICATING ITS UNUSUAL PROPORTIONS AND SUBSTANTIAL CHARACTER.
The photographer waited about five minutes for the smoke to clear away, but was in danger of missing the special train and so finally let drive in spite of the smoke.

Mountain Loggers Meet

Due to the recent enlistment of former secretary Henry W. Grinnell, the members of the Appalachian Logging Congress approached their third annual meeting last week, dependent entirely upon their own efforts and resources of energy and organizing ability to get by. They met the issue splendidly and came away from the congress with a more definite aim and a greater unity of spirit than ever.

About seventy-five men directly connected with logging in the Appalachian and Big Smokey ranges gathered for a three days' session at the Hotel Atkin in Knoxville on Wednesday, Thursday and Friday, November 21, 22 and 23. It sometimes takes considerable time to cover a short distance in that country of steep grades and sharp curves and the result was that the attendance at the first meeting was rather straggling. The first day's session was given over to arrangement of the program for the two following days, and the afternoon to general talks on a variety of subjects. The feature of the Wednesday session was a spirited appeal by Lieut. R. H. Faulkner of the 20th Engineers. This is the second forestry regiment to be organized for service in France. Lieut Faulkner's appeal was for more practical woodsmen to enter government service in this regiment so that its ranks, which will ultimately hold 17,000 men, may be speedily filled. His talk was very impressive and undoubtedly will bear very real fruits. He asked for co-operation by the loggers in directing enlistments from among their workers.

W. B. TOWNSEND, RETIRING PRESIDENT, AND E. A. GASKILL, THE NEW PRESIDENT

President W. B. Townsend also delivered an excellent address in which he laid stress upon the necessity for country-wide support of the administration and for the conservation of materials and energy and their conseeration to war work.

Watson Ford, of the Babcock Lumber & Land Company, gave a brief description of a remarkable locomotive crane of which the company uses several in transporting the lumber from its big new mill at Maryville near Knoxville to the mill yard. The operation of this crane was witnessed by the loggers on a trip to the company's mill on Friday.

E. A. Gaskill, who is with the Turkeyfoot Lumber Company at its Cressmont, Ky., operations, emphasized the real need for improving living conditions at the log and sawmill industries. He emphasized the growing seriousness of labor and the increasing difficulty in holding it at operations. He stated that as a panacea for these troubles nothing is more effective than the maintenance of such living conditions as will make it an inducement for labor to stick.

The Vestal Lumber & Manufacturing Company was the host at a theatre party on Wednesday evening, the visitors enjoying a performance by an excellent company in a leading theatre of Knoxville.

Thursday Morning Session

Beginning the Thursday morning session President Townsend appointed a committee on resolutions and called for reports on standing committees. The committees on finance, legislation and membership had no reports to make. H. F. Holt, reporting for the committee on arrangements, stated that the plans of the congress had been greatly upset by the sudden resignation of Secretary Grinnell, and it was necessary to work hard and fast in order to get things in shape for the meeting. The president then called for a report from acting secretary Williams, Mr. Williams having consented to fill in in Mr. Grinnell's absence. Secretary Williams read the minutes of the preceding meeting and stated that the association at its last session had sixty active members and twelve associate members and this list was materially increased before the third meeting was concluded. The report was adopted.

The nominating committee then reported recommendations for the

SCENES AT BABCOCK MILL, MARYVILLE

(1) Crowd Disembarking from the Special Train at the Babcock Lumber and Land Company Operations at Maryville, Tenn. (2) The First Point of Interest on the Babcock Yard—Traveling Crane Disposing of Its Load of Several Thousand Feet on Top of a Thirty-Foot Pile. (3) Illustrating the Substantial Character of Pile Foundations Used Throughout the Babcock Yard—Concrete Exclusively. (4) Illustrating the Unusual Height of the Piles and the Great Length of the Alleys in the Babcock Yard. (5) The Splendid Mill as Seen from Across the Logging Pond. (6) Not a Good Picture, but It Shows Why Babcock Lumber Will Dry Out Quickly in the Pile

SCENES AT BABCOCK WOODS OPERATIONS

(1) Babcock Bridge Across Little Tennessee River, This Being the Beginning of the Babcock Logging Road. (2) A Typical Little Tennessee River Scene. (3) Three Poplar Logs Coming Down on the Lidgerwood Overhead Cables, a Thousand-Foot Drop. (4) Showing the Peak Pole at the Top of the Ridge. Logs Are Brought Up 3,000 Feet on the Other Side of the Ridge and Down 1,000 Feet to the Logging Road on the Near Side. (5) The Crowd Climbing Aboard the Two Log Cars After Watching the Operation. (6) Log Pond at the Maryville Mill.

election of the following officers:

PRESIDENT, E. A. Gaskill, Cressmont, Ky.
VICE PRESIDENT, C. D. Gasteiger, Braemar, Tenn.
SECRETARY TREASURER, J. R. Williams, Knoxville, Tenn.

The executive committee, consisting of the officers and the following: John Shea, Knoxville, D. G. Manges, Tellico Plains, Tenn.; Bert Hurt, Sunburst, N. C., W. T. Latham, Andrews, N. C.

President Gaskill in acknowledging the honor of his election, insisted that his administration will be a working administration and further insisted that he must be supported by a working membership. He emphasized the necessity for enlisting the interest of the principals in the different firms represented in the working of the logging congress. This sentiment was echoed by Retiring President Townsend. On motion the Appalachian Trade Journal, published by Secretary Williams, was adopted for another year as the official organ of the congress.

A vote was taken from those present to get an indication of preference for the meeting place for the spring meeting. Cincinnati led, but the matter will be left to the executive committee.

C. G. Babcock reported informally for the committee on labor and employment. He gave a general talk on the question of meeting conditions as they develop and covered the problem of lack of uniformity in woods wages, stating that this is one of the primary causes for shifting labor. Rumors reaching men in one camp of excessively high wages in another camp, even though the rumors may ultimately be refuted by actual conditions, are the constant cause of men shifting from one job to another. He maintained that any methods that would work toward greater uniformity in wages or at least toward a better understanding among the members of the wage scales employed by their neighbors would tend to minimize this tendency of labor.

CHAPEL OF THE MARYVILLE COLLEGE WHERE THE VISITORS ATTENDED MORNING SERVICES ON FRIDAY.

In taking up the subject of logging conditions and the effect of labor on logging costs, former president W. B. Townsend said that while in the southern pine regions a price of $5 for logs delivered at the mill is considered high, this figure is usually equalled in the mountain regions for the mere cutting and bucking of the logs. He emphasized the absolute necessity for doing something to meet the seriousness of the labor situation, prophesying that if adequate measures are not provided the woods departments will be destined to failure in their work of keeping the mill supplied with logs. Mr. Townsend urged local meetings of loggers in different communities or sections at which problems particularly interesting to operators in respective sections could be discussed.

The president then appointed the following committees:

FINANCE—Geo. E. Delaney, chairman; Lewis Doster, John Shea.

LABOR EMPLOYMENT—C. G. Babcock, D. G. Manges, F. L. Winchester, Bert Hurt, W. E. Ijams, J. E. Coburn, G. D. Gasteiger.

MEMBERSHIP—John Raine, R. W. Stonaker, G. J. Prater, L. W. Cathey, C. S. Badgett, E. M. Vestal.

ARRANGEMENTS—H. F. Holt, W. C. Champion, J. C. Mitchell.

On motion the president created a special committee of three on entertainment to be appointed from associate members. Lewis Doster was made chairman of this committee. The other members are C. H. Mackintosh and H. W. Dexter.

Thursday Afternoon Session

W. C. Champion opened the afternoon session with a paper on logging machines and their general application in the Appalachian mountains. Mr. Champion said that, combining practical suggestions with engineering technique, manufacturers have brought steam apparatus to a high degree of efficiency. He said, though, that no two operations could be figured out on exactly the same basis. This means, of course, that various types of machines are necessary. Speaking of the cableway skidder, which is being widely used in very rough country, Mr. Champion said these machines operate economically up to about twenty-five hundred feet and will handle about 25,000 feet of logs a day at a cost of $1.50 to $4.00 per thousand delivered at the track. He said that in December, January and February the cost seemed to range higher than during any other months. He emphasized the necessity for having means whereby the machines may be moved quickly and easily. Mr. Champion gave a detailed description of the equipment and operation of the machines and stated that they are made in different sizes capable of reaching 1,500 to 4,000 feet.

He described the skidder's operation in rough, hilly country. Frequently the cableway skidder is used to connect a single line of logging track on top of one ridge and bring the logs from the adjoining ridges to the main line, thereby saving the construction of other spurs out along the other ridges. Even though considerable relaying may be necessary in cleaning up adjoining ridges, this additional cost more than offsets the cost of constructing additional trackage.

In describing the ground-haul skidder for use in getting out logs on hauls as long as a mile up long hollows, Mr. Champion said the machine must be able to carry sufficient cable capacity for the skidding and outhaul lines going back about a mile and that to negotiate the curves in these hollows it is necessary to put in rollers of different construction to hold the line in place and also on the very long hauls log slides must be used. This frequently allows the hauling of forty to fifty logs at a time at a cost of as low as $3 per thousand.

Referring to the difficulty in getting economical operation in some of the very rough Big Smokey country, Mr. Champion described one method which is working out successfully. The operator has built an incline up the deep hollows in the mountain sides having a grade of fifteen to thirty-five per cent. By using the light cableway skidder which will pull itself up the grade, he is able to log the sides of the hollows by the cableway method. It then becomes necessary to have another machine equipped with a drum of sufficient capacity for handling cables up to a mile in length. This drum is so designed and has sufficient braking surface so that it can handle logs on the maximum grade in connection with this engine. A loading engine is then used to place the logs on the cars. This method has been economical and very saving in railroad construction costs.

He described another operation that is known as the horse-tram method. This is used in a series of ravines and flat plateaus. The logging on the plateaus is done with horses and the tram road is run up the ravines into which the logs are dumped. They are hauled

to the trams by a light skidding rig and are loaded on tram cars with the same rig. The same operator in connection with this method uses engines which can be hauled on the tram cars for cutting the logs out of the roughs. These same engines are used with aid of a jin pole for loading logs on the tram cars. The cost of delivering logs to the road in this operation is around $5 per thousand.

He then referred to one operator who used the mechanical outhaul ground skidder on top of a very level plateau. He is getting his logs out at a cost of around $1.50 per thousand delivered to the track.

LOGGING COSTS

H. W. Dexter, of the Lidgerwood Manufacturing Company, read a paper which had been prepared by J. H. Dickinson, manager of the logging department of the firm, Mr. Dickinson being absent.

In his paper Mr. Dickinson emphasized that his object was to cite cases of low logging cost and give the reasons for making such figures possible. He then differentiated between the terms "cost of logging" and "logging cost," saying that he had been reminded of this difference by an accountant connected with the Lidgerwood company, who viewed statistics from a different angle than the practical operator. Mr. Dickinson described the manner in which he was enlightened as to this difference. The main point of difference between the practical man's conception of what it costs to log and the actual cost of logging lies in the character and number of items which properly should be charged, in part at least, to the logging cost.

The speaker said: "As conditions vary on different operations the cost kept in detail would enable loggers comparing costs either between operations of their own or of other loggers, to see where the difference occurs. It will show a logger whether the difference is one that is unavoidable or one that can be overcome by a change in methods and machines. If you are delivering logs from the woods to the cars for say, $3 per thousand, and it is costing one dollar per thousand for hauling them to the mill, and you can change your methods and reduce your railroad cost to fifty cents, with a cost increased to $3.25 on the other work, then you have reduced the total logging cost from $4 to $3.75."

He further emphasized the vital necessity for knowing in the most intimate detail the cost of every feature that adds to the outlay that should properly be charged to the item of logs delivered at the mill. He said that the cost which does not include every cent directly or indirectly paid out; a cost of any complete operation in which each step does not include the amount properly chargeable to that particular account, is misleading and dangerous.

The speaker then referred to a letter that has been received by his company from E. A. Gaskill, superintendent for the Turkey Foot Lumber Company at its Cressmont, Ky., operations. This letter was so well thought of that the Lidgerwood company has had it printed in pamphlet form, and has copies for distribution to interested loggers. It gives a very lucid analysis of logging problems and is well worth reading.

THE IMMENSE POWER PLANT AND BURNER AT THE BABCOCK MILL.

J. D. Wyrick delivered a paper on "Waste Utilization," in which he outlined means whereby lumbermen may save on waste through utilization as by-products.

N. W. Gennett, of Franklin, N. C., had prepared a paper on "Portable Mills," which, in his absence, was read by W. T. Latham of Andrews, N. C. Mr. Gennett gave arguments pro and con on the "portable vs. the band mill," the gist of his argument being that the portable mill is naturally more wasteful and much less economical than the band mill, but it is justified, under certain circumstances. These circumstances embody a very high quality of timber, thus minimizing the production of less valuable lumber. The portable mill is operating successfully because it usually is operating on such stumpage; because the overhead is practically nothing as it is generally run by the owner who charges himself nothing for his labor; because it can be shut down with no carrying charge; because his log and other costs are absolutely minimized. Unless these conditions hold, the circular mill, with its extravagant kerf, its inability to utilize slabs and other offal, its heavy dog boards and its high operating cost will be absolutely impossible.

H. F. Holt, of the Holt Engineering Company, of Asheville, N. C., had a paper on "Operating Timber Estimates," in which he emphasized the necessity for a complete and thorough analysis of a prospective operation before going into it. He laid stress on the vast help to the operator if he has, as a basis for his operation, a thorough knowledge of the technical problems and details involved.

(Continued on page 35)

COMMISSARY AND GENERAL OFFICES OF THE BABCOCK OPERATIONS AT MARYVILLE.

CONSTRUCTING THE DRY KILN TO HANDLE THE HIGH GRADE STUFF FROM THE BABCOCK MILL.

It's Dry—It's for Immediate Shipment
It's Band Sawn

Quartered White Oak

No. 1 Com. 1/4", 3" & up wide, 14 mos. dry
1st & 2nd, 3/4", 6" & up wide, 10 mos. dry
1st & 2nd, 5/4", 6" & up wide, 8 mos. dry
No. 1 Com., 6/4", 3" & up wide, 4 mos. dry

Quartered Red Oak

1st & 2nd, 5/8", 6" & up wide, 10 mos. dry
1st & 2nd, 3/4", 6" & up wide, 10 mos. dry
1st & 2nd, 4/4", 6" up wide, 6 mos. dry
1st & 2nd, 5/4", 6" & up wide, 5 mos. dry

Ash

1st & 2nd, 8/4", 6" to 9" wide, 4 mos. dry
1st & 2nd, 10/4", 10" to 11" wide, 4 mos dry.
1st & 2nd, 10/4", 12" & up wide, 6 mos dry

Poplar

1st & 2nd, 4/4", 6" & up wide, 10 mos. dry
Saps & Selects, 4/4", 5" & up
Box Boards, 4/4", 13" to 17" wide, 8 mos dry
No. 2 Com., 4/4", 3" & up wide, 10 mos. dry

Cypress

5 Cars No. 1 Shop, 4/4", 6 mos. dry
No. 1 Com., 4/4", 4 mos. dry
1st & 2nd, 5/4", 8 mos. dry
4 Cars No. 1 Shop, 6/4", 4 mos. dry
1st & 2nd, 8/4", 4 mos. dry
No. 1 Shop, 8/4", 4 mos. dry
1st & 2nd, 10/4", 4 mos. dry
No. 1 Shop, 10/4", 5 mos. dry

Sap Gum

Nos. 1 & 2, 4/4", 6 mos. dry
No. 1 Com., 4/4", 6 mos. dry
No. 2 Com., 4/4", 7 mos. dry
1st & 2nd, 5/4", 5 mos. dry
No. 1 Com., 5/4", 5 mos. dry

Quartered Red Gum

1st & 2nd, 3/4", 6 mos. dry
No. 1 Com., 3/4", 5 mos. dry
1st & 2nd, 4/4", 6 mos. dry
No. 1 Com., 4/4", 8 mos. dry
1st & 2nd, 8/4", 8 mos. dry
No. 1 Com., 8/4", 10 mos. dry

Elm

Log Run, 12/4", 18 mos. dry

SUFFICIENT STOCKS TO FILL
YOUR ORDERS

NICKEY BROTHERS, INC.

Memphis, Tennessee

No White Oak But the True Forked-Leaf
Reaches Our Mills

Veneer Statistics Lacking

Need Is Felt for Fuller Information on This Important Matter

NO EXPLANATION has been offered to account for the lack of veneer statistics. The government compiles and publishes figures annually to show the output of lumber by states and by species, but veneers do not come in for consideration in the same way. Some of the best posted men in the veneer business are ready to confess that they do not know the annual output of that product in the United States. Each separate operator knows what his production is, but it is not his business to go farther than that in the way of collecting figures. The government is the most logical authority to take that up, as it does in the case of lumber.

It would not be a difficult matter. Veneer mills are few in comparison with saw mills. There were only 637 veneer establishments in the whole United States in 1909; in 1908 there were 402, and in 1907 the number was 370. Figures for 1909 can be had in much detail, and some data for preceding years, but when the deadline of 1909 is passed in the approach to the present, information regarding the production of veneer is lacking, or at any rate is very scarce.

For some reason the census people rested from their labors after 1909, so far as veneer is concerned. That has been eight years ago and the gap is pretty long. The reason why the returns for 1909 were so full and satisfactory is that the regular decennial census was taken that year, and nothing escaped. More information regarding the veneer industry was collected that year than ever before or since. The cut that year totaled a little less than half a billion feet, log scale.

It is not worth while to make guesses what the total annual output of this community now is, but it is safe to say that it is twice what it was eight years ago. The industry has been growing rapidly and it may be expected to continue growing at a rate no less. The separate uses of the product may not have increased greatly in number in the last eight years, but there has been great increase in quantity along many of the lines.

When veneer is listed for statistical purposes it is measured by log scale, but when it is bought and sold, surface measurements usually are employed. The two measurements are wholly different and there is no common multiple or division for them. This fact has caused some confusion for those who examine statistics. When the statement is made that a mill cuts 1,000,000 feet of veneer, log scale, it means that the logs were measured before being manufactured into veneer. In round numbers, that quantity of logs would cut 1,000,000 feet of inch lumber. But veneer is thinner than lumber, and it is customary to estimate it by surface measure without regard to its thickness. A sheet of veneer five feet long and four feet wide contains twenty square feet, no matter how thick or how thin it is. The surface of one side only is measured. Suppose each sheet is one-twentieth of an inch thick. Twenty of such sheets would stack up one inch high and would amount to 400 feet of veneer, but only 20 feet of lumber.

Some veneer men have suggested that when the government again collects statistics of this industry, it would increase the value of the figures if totals were given in both log scale and in veneer measure. This would show how to average the waste factor in reducing log measure to veneer measure. The waste is pretty large, but no one seems to know just how large it is. It has been very accurately figured out for lumber, and the mill man can tell within narrow limits the quantity of lumber that can be cut from a million feet of logs. If data were carefully worked out and compiled it would be as easy to tell how many surface feet of veneer of a given thickness might be cut from a million feet of logs.

How One Firm Reduced Its Glue Bills

Hardwood Record has received the following letter from a prominent user of panels, a man who has had a good deal of experience in glue rooms, who advances some new ideas on the proper way of handling glue to minimize its cost and get the highest type of efficiency:

Since the war started prices of glue have gone higher and higher. Some manufacturers have chosen lower grades and thereby experienced no end of trouble, while others are substituting bone and vegetable glue. It is our experience that every glue has its place. We make no charge against any glues but know absolutely that no glue will compare in strength with hide glue. We have been asked time and again, "How do you determine glue quality and what assurance have you that the grade will always be the same?"

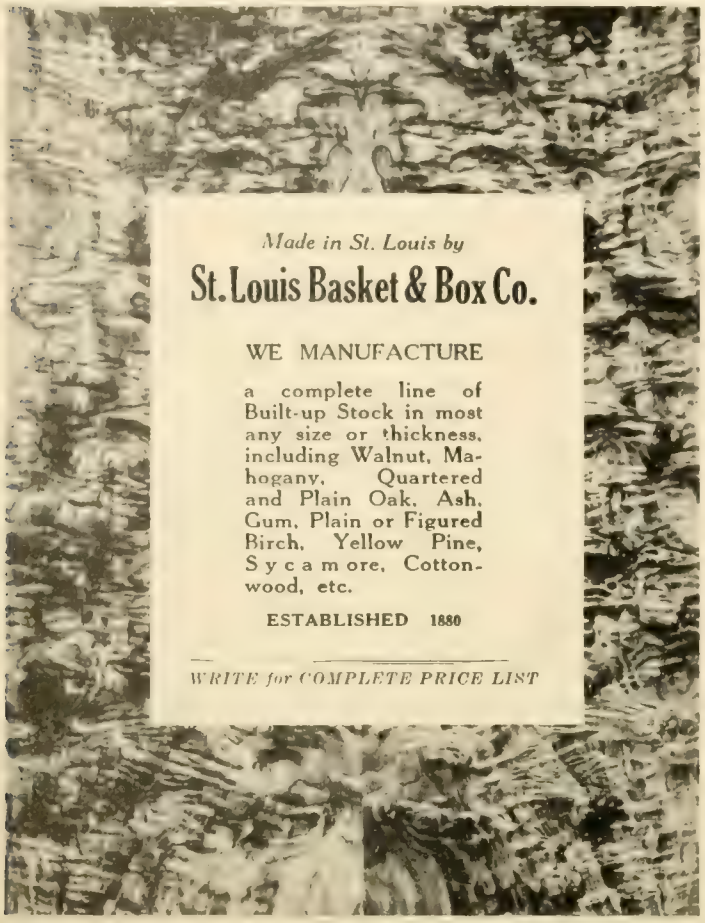
We combined a few chemical tests with practical determination, and, largely common sense. For instance, we determine how much heat the glue will stand and its adhesive strength in pounds per square inch. One can easily determine the heat the glue will stand by preparing several batches at different temperatures, beginning with 120 degrees Fahrenheit, and not exceeding 180 degrees, and heating them different lengths of time. We then take the different solutions and glue up pieces of oak end to end, and side to end, properly clamping them and permitting the joints to dry. The one giving the highest strength would be the glue preferred.

Grease is an enemy to glue and we have a very simple method to determine its presence; in fact, any boy of ordinary intelligence can do this successfully. Drop a little aniline on a brush full of glue, wipe the brush in circles upon a bit of paper, then suddenly draw the brush across the paper and see if there are any white spots left in the path of the brush. White spots mean the presence of grease, and the more spots counted, the more grease.

We do not give a great deal of attention to viscosity, although we make the tests. Years of practical experience in using glues has taught us that a high viscosity of a glue solution may not be entirely due to glue principles present, but may be in part due to the presence of deleterious chemical substances.

If woodworking manufacturers will try our "time tried" suggestions, they will have a pretty good barometer on their glue bills, and, in many cases, improve the quality of their goods. We know.—A. T. D.

The Badger Basket & Veneer Co., Burlington, Wis., has increased its capital stock from $40,000 to $50,000. Ralph W. Story is secretary and treasurer.



Letters from a Panel User

ABOUT FINISHING

Monroe, Mich., November 22, 1917.

A century ago the cabinetmaker was supposed to manufacture furniture from the log without machinery. He did his own finishing and mixed his stains from such colors as were available. Little attention was given to grain, usually a very dark finish was applied so as to hide the beautiful grain of the wood.

Changes have taken place within the past hundred years, but some finishers still kill the beauties of the wood with colors which are an eyesore to everyone.

When will we ever wake up and adopt standard colors—one shade of mahogany, golden oak, walnut, as well as other finishes? Furniture dealers throughout the country have protested for years against the desecration of wood, but their appeals were never taken seriously. A few of the progressive manufacturers, appreciating that success is possible only through co-operation, changed their colors so that the beauties of the veneer and solid wood were visible. They engaged finishers who possessed artistic temperaments and the result of improved finish was surprising. When people saw the beauties of the grain of the wood, veneers so artistically matched, they decided that plain furniture, pianos, etc., is what they wanted. No more artistic carving. This also resulted in quite a boost for the panel manufacturer. Price became secondary. The progressive manufacturers requested panels showing the beauties of nature, the panels to be well made and properly sanded. The panel manufacturer on the other hand experienced no trouble getting reasonable prices. He realized, though, that he must purchase the finest woods available. Most manufacturers of panels have made money because they supplied the demand with the class of material that was wanted. No effort was too great for them.

It is to be regretted that there are many finishers and finishing room foremen who will not listen, who will not read and who will not apply the latest colors in finishing. Many of them will say: "What does the old man know about finishing, anyway? He has been cooped in his office for years. I apply this stuff every day and have worked at the trade for years."

Different woods require different methods of finishing. For instance, mahogany does not sand so smoothly as oak and other hardwoods. The fine hair-like fibers will bend beneath the sandpaper, and when some are cut off others rise to take their places. This, of course, requires careful attention. You would not experience this with oak. I would suggest that only men understanding their business be instructed to do this sanding. No matter how good your finish may be, unless these fibers are removed, the job will be unsatisfactory. Poor or improper sanding during and before finishing may result in the loss of the sale of the piece.

Mahogany stains are the most common used in furniture, piano, and other factories, and more or less for interior finishing.

One of the greatest problems of the finisher is to take account of the difference between the color of the solid wood and the veneered. Again, the solid pieces of wood entering into the construction of the piece of furniture may have been taken from different trees, so the finisher is up against it. His color may be right but some pieces may absorb more stain than others. This is particularly true on birch work where the stiles are of birch and the panels veneered mahogany. In such cases I would suggest two stain solutions, the one a little darker than the other. Very good results are obtained in coating the birch with two coats of stain and the veneered panels with one coat. No rules can be established—experience and common sense should determine the method of finishing and the mixtures of the stain solutions.

Success in running the finishing room, which means getting perfect work at a low cost, can be reached only along one road. Each operation must be properly done before the next is started. The finisher or finishing foreman must be a Sherlock Holmes. He must see everything at a glance.

In many finishing rooms boys are employed to do the sanding,

IN 1881

GEORGE W. HARTZELL began converting walnut logs. Thus for thirty-six years this institution has steadily progressed in its mastery of the problems involved in successful walnut manufacture.

Its notable growth is the result of profiting by experience—by the discovery and adoption of methods and equipment always in advance of current custom.

Hartzell's Choice Walnut
is made by such methods from the best known growth of virgin trees — in a region which gave walnut its first claim to fame more than a generation ago.

OUR PRICE ON YOUR
ORDER WILL BE FAIR

Geo. W. Hartzell
Piqua, Ohio.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

staining and filling. Boys are boys and will never be otherwise. When I was a boy I liked to shirk when the foreman wasn't on the job. Unless the foreman sees what is being done, there may be poor sanding, staining or improper filling. Most workers favor a filler with plenty of oil in it, which will wipe easily. Unfortunately, however, if too much oil is used and not enough drier, the filler will sink in drying and fail properly to fill the pores.

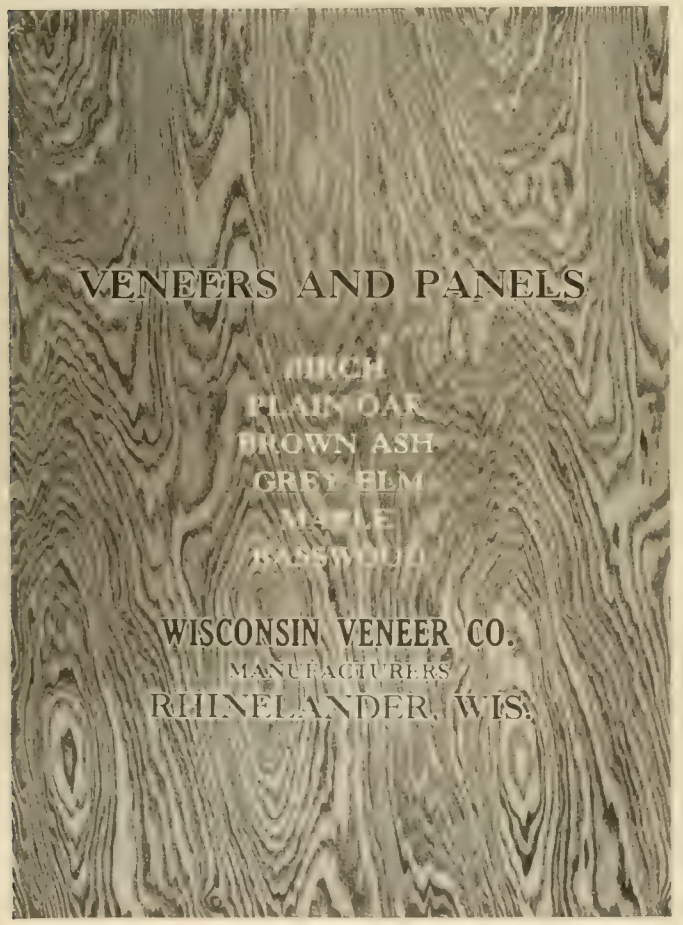
Today fumed oak is probably the most popular oak finish. Most finishers are familiar with the process of fuming and are employing modern fuming boxes. —A. T. D.

Barrels Made of Veneer

Different Styles of Containers Manufactured of Thin Woods

CERTAIN KINDS OF BARRELS and kegs are manufactured of veneer instead of thick staves. Published statistics of the cooperage industry do not distinguish between containers made of thick staves and those of thin sheets or slats of veneer, consequently it is not possible to quote figures to show the amount of material going into each class. The annual output of staves for barrels of this class runs between 2,000,000,000 and 3,000,000,000 a year in the United States, and such staves are of various sizes to suit the manufacturers of barrels of different kinds; but that is as far as published statistics throw any light on such staves. It is well known, however, that some are of woods which range from a quarter to a half-inch in thickness.

The veneer barrel is not in this class, yet it does not differ greatly from it. Some such barrels are of thin slats, held in place by hoops or by bands or cleats, or they may be interlaced in a sort of basketwork. A barrel of that kind bears considerable resemblance to a basket, or it may partake of the nature of a crate, though in the form of a barrel. Its chief characteristic is the thin wood of which it is made. Being of veneer, it is very light, and a saving is made, not only in the first cost, but freight bills are smaller than in the case of barrels with thick staves, because the weight is less. The veneer slats in such a barrel may cross one another diagonally, there being two courses, and the barrel's wall consisting of five layers.



Veneer barrels of another pattern are made. They do not consist of staves or slats, but of sheets of veneer. A single sheet is rolled to make a barrel, and the container is complete when the heads are put in place. Such a barrel is in three principal pieces: the two ends and the single sheet that forms the sides. However, there may be, and usually are, cleats on hoops to strengthen the structure. Such a barrel or drum may be of one ply, but the best and strongest are of two or more ply. Vessels of that class usually pass under the name of drums rather than of barrel. They generally rate at a little higher class than the slack barrel composed of staves or of slats of veneer. The sheets forming the three-piece drum or barrel may be of nearly any wood, but the service intended has much to do with determining the selection of the wood. A cheap container may be made of sheets of pine, spruce, or some other softwood; but a little better drum is of cottonwood, basswood, tupelo, poplar, or gum.

Veneer barrels made of staves or slats may be used to secure ventilation. The contents, such as fruits and vegetables, may require circulation of air. Containers of lattice work are best if ventilation is the principal object sought. Another class of barrels has exactly the opposite purpose. They must be practically airtight. No openings or meshes must exist, otherwise the contents will dust through and be lost. The three-piece drum of veneer is best. The drum in which finely-pulverized sugar (berry sugar) is shipped is an example. The ordinary stave barrel will not contain sugar of that kind, consequently the veneer drum is demanded. There are many finely-ground commodities, besides sugar, which go in such drums.

The veneer drum does not generally have the bilge of the barrel. It is so strong that it needs no bilge. It is seldom crushed or broken, even in the roughest usage. The barrel's bilge acts as an arch to strengthen the container, but the veneer drum is strong enough without it.

Veneer for barrels and drums is cut by the rotary

American Walnut Veneer

A Sample Which Shows the Class of Veneer We Handle

Our Efforts Are Centered in Obtaining the Highest Grade of Figured Walnut for Veneer Cutting.

Our customers' often repeated orders prevent us from keeping a large stock on hand, but as we are continually selecting our stock from the large quantity of logs we handle, we always have a nice line of the highest grade to select from.

Our reputation is based on "Quality, not Quantity," in our veneer business

PICKREL WALNUT COMPANY

ST. LOUIS, MISSOURI

MAHOGANY LUMBER

About ten carloads 1″ No. 1 Com., also other thicknesses and grades of

MEXICAN & HONDURAS

MAHOGANY

dry enough to put in a kiln with safety.

If at any time we can serve you better by telegraphing kindly wire at our expense.

We are carrying a nice stock of SAWED VENEER, 1/8″, 3/16″ and 1/4″ Mexican; also several MILLION feet of SLICED 1/24″ and 1/28″ Mahogany, and AMERICAN WALNUT veneer ranging from plain to highly figured. May we send samples to you?

HUDDLESTON-MARSH MAHOGANY COMPANY

2254 Lumber Street
CHICAGO

33 West 42nd Street
NEW YORK CITY

process in nearly all cases. In some instances it may be cut with a saw, as other staves are, but this is done for barrels only, and not for drums. The wide sheets required for such vessels must be cut by the rotary process.

Published statistics relating to the wooden shipping container business have never made a very careful distinction between the veneer box or barrel and the common box or barrel; but the time has come when such distinctions are necessary. The use of veneer is increasing at a rate which will soon place it in an important position and separate figures for it will be demanded. The tendency is to economize in wood, and the maker and user of veneer for shipping containers is a practicer of economy. Wood goes farther and serves as well if not better. The body of the log may be peeled for rotary veneer, and the central core can be ripped into strips for cleats or hoops, or even for heading. The waste in the form of saw dust is thus greatly reduced. The demand for shipping containers has greatly increased in recent years and will continue to increase, and the veneer maker will find his field constantly enlarging if he is to keep abreast of this increasing demand.

Woods most largely used in the class of slack cooperage to which barrels and drums of veneer belong are, in the order named, red gum, pine, beech, elm, maple, chestnut, birch, basswood, spruce, cottonwood, and tamarack. Some of these are not ideal for rotary veneer, but others are among the best supplied by the forest. Among woods most largely cut for veneers in this country are, in the order named, red gum, yellow pine, maple, cottonwood, oak, yellow poplar, birch, tupelo, elm, basswood, and beech.

It will be seen that this list corresponds pretty closely with the list of slack cooperage woods given above, and it indicates that the relationship between veneer and slack cooperage is very close.

Mississippi Veneer Company Incorporates

With a capital of $50,000, the Mississippi Veneer Company of Lexington, Ky., has been incorporated with principal offices in Lexington, while a portion of the operation will be in Mississippi. The incorporators are: G. W. Headley, Jr., and L. A. Headley, Poplarville, Miss.; H. P. Headley and Douglas Hoagland, Lexington, and C. B. Ashbrook, Sandersville, Miss.

New Manager for Veneer Plant

C. Fred Calhoun, manager of the Antigo (Wis.) sawmill and other local interests of the Frost Veneer Seating Company, Sheboygan, Wis., for fourteen years, on November 12 assumed the duties of general manager of the company, with headquarters at Sheboygan. He succeeds his late father, W. C. Calhoun, who died suddenly at St. Joseph, Mich., in September. Leo. P. Young, manager of the Frost interests at Newport, Vt., for several years, has been transferred to Antigo to take up Mr. Calhoun's duties.

Not only do millmen suffer for want of cars, but they have a mighty poor chance for a come-back at the railroads for losses incident to transportation delays -inability to take care of orders, loss of time, shutdowns, etc. With this condition existing the railroads need hardly expect a friendly attitude or generous treatment in the matter of freight rate advances.

Highly Specialized Workmanship

Completely Developed Facilities

The two phrases above represent what is absolutely essential to successful panel manufacture. Our policy has been to educate all of our workmen as closely as possible along specific lines, and to omit no item of equipment that would help make for more nearly perfect service.

The supreme test of efficiency in veneer laying is admittedly the ability to successfully veneer bent shapes. It was on this work that the reputation and growth of our business was founded—this and a quite uncommon bent for artistic matching.

And remember, when you are ready to order we have a complete selection of veneers for your choice.

F. EGGERS VENEER SEATING COMPANY

TWO RIVERS, WISCONSIN

They Are Fighting For YOU

FELLOW Lumbermen from the United States and Canada are in the Trenches of France *now* doing their utmost to protect *you* and *yours.* Hundreds more are going. *It is up to you* to let them know you appreciate what they are doing.

They need tobacco and comforts, you can surely share with them what you are getting in abundance. *Cheer them up* and let them know the lumber industry is behind them by *subscribing today—now* to

The Lumberman's Soldier's Comforts Fund

In charge of the Concatenated Order of Hoo-Hoo. If you know of *any lumbermen* who have joined the ranks of the American or Canadian army or navy send their names and address to

E. D. TENNANT
1218 WRIGHT BLDG., ST. LOUIS

We want to get in touch with them.

FILL OUT AND MAIL TODAY

E. D. TENNANT, 1218 Wright Building, St. Louis, Mo. .....191.....

Dear Sir:

Enclosed find Check, Money Order or Currency for $....., covering my subscription to the "Lumberman's Soldier's Comforts Fund."

Monthly subscriptions are solicited. If you prefer to subscribe a certain amount per month, fill in below.

I hereby agree to subscribe $..... per month for one year from date, or for duration of war, payable on the first day of every month, commencing .....191.....

Signature .....

Address .....

.....

Make Checks payable to E. D. Tennant, Treasurer.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

(Continued from page 25)

G. O. Mitchell, of the Ball Engine Works, Erie, Pa., gave a general talk on the machine his company is putting out. He was followed by W. T. Latham, who led a round table discussion on waste in the woods. Mr. Latham said that there seems to have been but little decrease in woods waste over operations of twenty to twenty-five years ago, except that in most instances stumps are cut lower. He said that there is very frequently a waste in miscutting of log lengths and that a real saving can be effected by having a man in charge of marking trees for proper lengths into which to cut them. He also suggested that the manufacture of charcoal might be a profitable means of utilizing wood waste.

W. B. Townsend emphasized the growing seriousness of the question of logging cable and the general discussion revealed that it is practically impossible to get assurance of delivery even of second-hand cable. This is increasingly serious on account of the necessity for more machine power to replace man power. It developed that some mills are now shut down because of insufficient logging cable, but it was further brought out that the government seems to be making an effort to determine industrial requirements so as to provide sufficient cable to make possible the carrying on of important industries.

On motion, is was decided that individual operators should send to the secretary a statement of their approximate requirements for 1918 in logging cables, and that the secretary should forward this list to the priority board at Washington, together with a statement of the purpose of the members to do everything they possibly could to assist in government work.

There followed a general talk on government needs and it was clearly brought out that the loggers appreciated the seriousness of the situation and are fully willing to do everything in their power to help.

The resolutions committee reported resolutions of appreciation of the work done by the officers and the committee on arrangements which handled the convention in the eleventh hour.

There was a resolution pledging the loyalty and support of the association to the government. The report was adopted and adjournment followed immediately.

The Banquet

Thursday evening was marked by an elaborate banquet tendered by the machinery, equipment and newspaper men present. There were about 150 guests including six or eight ladies.

Charles H. Mackintosh, of The Clyde Iron Works, Duluth, Minn., acted as toastmaster and called upon several good speakers. The feature of the evening was the patriotic spirit which pervaded the entire proceedings, and which culminated in a collection of $150 to be distributed equally between the Red Cross and the war Y. M. C. A. work.

The banquet was followed by entertainment consisting of general singing, and of a fistic program in which several black citizens of Knoxville participated.

The Excursion

Friday was given up entirely to a trip of absorbing interest through the woods and sawmill operations of the Babcock Lumber & Land Company. The woods operations are located along Slick Rock Creek, which for a measure of its length, is the dividing line between North Carolina and Tennessee. The sawmill is located on the outskirts of Maryville, Tenn.

"All aboard" was called by the conductor of the special train at 7 a. m., there being over a hundred loggers on the passenger list. The train arrived in due time at Maryville, which is about thirty miles out of Knoxville, and the entire party disembarked for a two-hour inspection of the remarkable plant that was recently completed by the Babcock Lumber & Land Company. This mill, which is of the most modern possible type, and in fact is way in advance of many supposedly modern ideas, will cut from 100,000 to 120,000 feet of hardwood lumber on a ten hour run. The mill is of very substantial construction, brick and concrete being prominent. Incidently, it might be of general interest to mention the fact that the entire Babcock operation, including mill, yard and all of the woods work, is equipped with silver steel saws, made by E. C. Atkins & Co., Inc., Indianapolis, Ind. The operation calls for an expenditure of a good many thousands of dollars a year for saws alone. The Atkins people were well represented by Lewis Doster, assistant to the sales manager, G. W. Schafer and Robert B. Nixon, general salesman.

The inspection started in the main sawmill room, which, with its accessory apparatus, is capable of utilizing to the last possible economic unit the splendid big poplar, hemlock, pine and red and white oak logs that come from the company's timberlands. The company is now constructing a large dry kiln and a good sized planing mill and flooring plant. Several hundred men will be employed in the mill and the yards.

The party went from the mill through the sawmill colony which has been built by the Babcock company, and then on through the imposing series of alleys in which the piles are quite unusual for southern operations. The lumber is all piled in even lengths and splendidly aligned, the piles acquiring an imposing height up to thirty feet. Some idea of the character of the piling and appearance of the yard may be gained through the photographs on the adjoining pages.

The Babcock company has a unique system of handling its lumber from the mill, the entire cut being handled by traveling cranes operating jointly with flat cars. These cars are loaded up with units of lumber of respective grades and dimensions. The cranes traveling ten or twelve miles an hour push the loaded cars down this or that track to the proper alley and pile where the entire unit of 3,000 or 4,000 feet is picked up bodily as illustrated in one of the photographs and deposited on the top of the proper pile. The operation has not been in progress long enough to get complete cost figures, but the promise is that they will be very low.

Few mountain mills are so ideally situated so far as drying possibilities are concerned. The mill is located on a high level plateau which is constantly wind-swept, and it gives positive assurance that the drying period and drying cost will be minimized. Also that the quality of drying will be the very best.

Following the inspection of the sawmill, the delegates in a body attended morning services at the Maryville College, a short distance down the tracks. This college was founded about ninety-six years ago and is quite unusual in its purpose and its ideals. The student body is in the main made up of earnest young men and young women, many of whom are paying all or part of the cost of their college education.

Following the services, President Gaskill and Judge Lindsey of Knoxville gave very impressive talks to the students.

At the conclusion of the chapel services, at 9 o'clock, the party embarked and continued the trip up the rugged course of the Little Tennessee river on the tracks of the Aluminum Company of America. This company, by the way, is going to be one of the biggest industries in the South. It is a product of northern capitalization and has selected Maryville, Tenn., as the site for its main plant. It will ultimately employ about 25,000 people at this operation. Its chief work now lies in developing power on the Little Tennessee, which work is being carried on by the Knoxville Power Company, a subsidary. The operation will comprise a series of seven immense dams which are now under construction. The first dam, it is said, is pretty well along towards completion and will back up an expanse of water for about 10½ miles.

It is this operation which presents to the Babcock people their most interesting and serious problem. They are now logging down the Little Tennessee river to the Maryville plant over the tracks which are being utilized from Alcoa up the river to the dam for hauling materials and supplies for dam construction. The Babcock logging road comes into this road a mile or so below the present construction work on the first dam, and within two years' time the entire valley will be flooded and this road torn out. This puts directly

up to the Babcock people the problem of getting out 100,000,000 feet of timber within this period. Any of the timber that the company is now working on which is not out within that time must be left in the woods for future generations. Incidently, this tract is but a part of the 65,000 acres which insures the splendid new mill at Maryville a cut of from twenty-five to thirty years.

It might be added as a point of interest regarding the power development, that the first dam alone will develop 75,000 H. P., will be 215 feet high and 500 feet wide.

Going back to the trip; the party soon reached the Babcock bridge across the Little Tennessee river, which is illustrated in an accompanying photograph on which is pictured the train and two flat log cars with plank seats which were pulled by a Heisler up the tortuous and not too velvety logging road, running back for miles through the impressive ravines of that region. The first few ravines are devoid of points of interest to loggers as that land has been gone over and the timber taken down to the mill and cut into lumber. However, it is not long before the first of the logging camps burst suddenly into sight on rounding a sharp bend. This is typical of a series of fifteen or twenty camps stretched on up several miles of roadway. The camps so far are but rough, temporary structures made from boards cut on a portable mill at the first camp site. Incidentally, right above this site and immediately below a promontory of solid rock stretching 1,500 feet straight up over the roadway, is quite a considerable curve which is said to have a bend of about fifty degrees.

The first stop was made at the skidding operation illustrated herewith, the picture showing a Lidgerwood overhead skidder, which is one of a unit of two machines at this particular point. The apex of the operation can be seen directly up the mountain side, which is 1,000 feet above the skidder. The line on the other side, which is equipped with a larger machine, pulls the logs up from the opposite valley and slope for 3,000 feet where they are then taken over the top and down to the logging road, which is pictured in the photograph.

After a thorough inspection of this point of interest, the train moved on up the grade for a mile or so about to the end of the road as it now exists, and where there is still evident a very large quantity of untouched timber which exhibits some splendid specimens of hemlock and hardwoods.

The trip back to the main land was made without particular incident, and the warm interior of the special cars was more than welcome after the snow, wind and cold of the mountain trip on the "flats."

One of the features of the excursion was the most excellent way in which the ravenous appetites of everybody concerned were taken care of by the luncheon tendered through the representatives of the Lidgerwood Manufacturing Company, namely, Mr. Dexter and Mr. Swan. These gentlemen had provided for a baggage car which was carried in front of the train, in which a very complete luncheon and plenty of hot coffee were served. There was more than enough to feed 200 people, but there was hardly a crumb left when the tables were folded up as the train approached Knoxville, pulling into the Southern depot at about 7:30 Friday evening.

Sales Managers Have Great Meeting

Northern Operators Show Great Interest in Work of Their Sales Forces, Who Perfect Organization

If the first essential to salesmanship consists of thoroughly understanding your goods and the where and how of their application, Wisconsin and Michigan sales managers proved at the big Bay City meeting that they are thoroughly grounded on a substantial foundation. To properly prescribe, the physician must be able to accurately diagnose—a true diagnosis can come only if he who is prescribing thoroughly understands the ailment of his patient.

Translated into lumber salesmanship terms this means that Wisconsin and Michigan sales managers must know their goods, for their diagnosis of what ailes the lumber business and what is to be done about it revealed a splendid realization of what can be done for lumber and of the reasons why more has not been done in the past.

The energy and perseverance of a few men has brought about an epoch in lumbering. This statement may sound strong to some, but the one biggest opportunity for association development in lumbering lies in selling organization. The meeting was epochal because it was successful. In this instance the two words are synonymous, as an organization which is more successful in its second gathering than in its first, has proven its position—has demonstrated that it possesses the stamina and the directness of purpose which will drive it on to a successful prosecution of its aims and its work.

And not the least of the successes attained at the Bay City meeting, which by the way was held Friday and Saturday, November 16 and 17, was the solidifying of the threads of friendship and mutual understanding which began their growth at the Merrill meeting just one year before. The Bay City meeting was notable, particularly for two sentiments predominating; one, the desire to co-operate in spirit as well as in mere form as expressed in membership and attendance, in bringing to pass the aims of the congress; the other, the ever-apparent desire to consecrate men and effort, money and machinery to the nation's cause.

The Spirit of the Congress

The spirit behind the sales managers' association could not be better expressed than it was by Toastmaster H. S. Dewey, of Chicago, who officiated at the banquet on Friday evening. Toastmaster Dewey ushered out the material part of the banquet and ushered in the spiritual with the following message:

Man's usefulness does not cease with his more serious activities. Indulgence in the somewhat more frivolous pastimes for the titillation of his jaded nerves enhances his efficiency and pleasurable relief from hard work is a much desired means of relaxation.

Purveyors of wartime frivolity were in the beginning of the deadful conflict in Europe rebuked for their pursuit of pleasure. A cheerful laugh and gayety were not deemed to be in keeping with the funereal trend of events, for the war was serious business. Today, nobody cares for the serious plays, and all forms of intellectual entertainment have been suppressed. Parisians want farces; Londoners want reviews.

There was a preacher once who joined the Actor's Church Alliance and when called upon for a sermon to explain his position, chose the text, "They have refreshed my spirit." The true American spirit welcomes the intrusion of good cheer, even in grave danger or in the face of calamity, and is not offended. The elements of gayety and cheerfulness are as essential to our well-being as are the more sinister elements of serious business and render man a little more a man and a little less a manikin.

Inasmuch as the whole theme of the banquet was the keynote of the organization's purpose, it might be more proper to take the last first and tell of what happened around the board.

To begin with, the toastmaster made it easy for each of the speakers by introducing him in a manner which left nothing for him to do, were he so disposed, but show himself and then sit down. But refuting Douglas Malloch's assertion that the average after-dinner speaker follows a skyrocket introduction with a pinwheel speech, those who furnished entertainment put on a pyrotechnic display that would have done justice to an old-time Fourth of July celebration.

Among the set pieces in the fireworks were Douglas Malloch, of the American Lumberman, whose theme, "The Seven Sinners of Business," made a great hit; at least the theme and the way it was handled both made a hit. Al Flournay, of the Virginia & Rainy Lake Lumber Company, Virginia, Minn., George M. Clifton of the Louis Sand Salt & Lumber Company, Manistee, Mich., Mike O'Brien of the Sawyer-Goodman Company, Oshkosh, Wis., all more than exceeded the expectations aroused by the toastmaster's introductions.

"Jim" Dewey, of the Stearns Salt & Lumber Company, Ludington, Mich., in business hours better known as James E. Dewey, also helped establish the right of that illustrious name to a position of leadership. He led the song fests between the oratorical fireworks and got the gang going in good shape on a number of popu-

lar harmonies as well as on some stuff that was especially prepared for just such gatherings of northern lumbermen. The occasion quite properly closed by the singing of "America."

What They Did After the Banquet

Not satisfied with one banquet, the crowd pulled off an informal affair Saturday night before train time. Most of the guests happened to file into the dining room about the same time for dinner and much to the chagrin of the Titian haired lady boss of the dining room, soon appropriated half of the dinner tables and forming them into one long board, proceeded to regale what few outsiders were so fortunate or unfortunate as to be in for a late dinner, with an hour of song and stories.

Speaking of entertainment, it would not do to overlook the smooth arrangements which George Robson had made for a stop-over of the special train at the big encampment at Battle Creek. The special returning to Chicago Saturday night reached Battle Creek in due time early Sunday morning.

The three Pullmans in the special were, to say the least, no place for a poor sport between the hours of leaving and an uncertain hour somewheres between midnight and dawn. A few poor innocents boarded the train under the mistaken impression that a Pullman car was designed primarily as a place in which to sleep while traveling from city to city. It is quite likely that if these few honest woodsmen have not made the suggestion of sleep so obvious, everybody would have responded at an early hour to the weariness resulting from two strenuous days. As it was, the entire crowd was up in arms instantly at their temerity in attempting sleep on such a royal occasion and every man had to join the procession and help do his bit in routing out the other fellow.

The more serious phase of the trip came on Sunday morning when seventy lumbermen tramped through the grounds of Camp Custer, and inspected the result made possible through their energy and organization. All of the lumber used in Camp Custer was furnished by northern operators, and needless to say, there was no small amount of very natural pride aroused by the inspection. This stop-over was the last feature of a meeting replete with features, with a program planned and executed in a way to bring everlasting credit upon the men responsible for the gathering, and upon the hosts in Bay City and Saginaw and eastern Michigan, who surely made every possible provision to the end that Bay City's fame might be just as lasting as Merrill's.

The Business Sessions

But lest it be thought that there was no business session at all, we will proceed with what was actually done in the more serious hours of the congress.

The big accomplishment was the adoption of a proposal for permanent organization. Permanence was given to the congress by adoption of the following resolution by C. A. Goodman, chairman of the resolutions committee:

WHEREAS, The objects and purposes of this congress could be more clearly defined and appreciated by those interested in different parts of the country, were we organized on a permanent basis, be it

RESOLVED, That the necessary steps be taken immediately to effect such organization.

Officers of Permanent Organization

The nominating committee was immediately appointed and reported back promptly with recommendation for the election of the following officers:

PRESIDENT—George C. Robson, Kinzel Lumber Company, Merrill, Wis.

VICE-PRESIDENT—W. N. Wrape, Kneeland-Bigelow Company, Bay City, Mich.

SECRETARY-TREASURER—O. T. Swan, secretary Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.

DIRECTORS—T. Hanson, Salling-Hanson Company, Grayling, Mich.; James E. Dewey, Stearns Salt & Lumber Company, Ludington, Mich.; Charles A. Goodman, Sawyer-Goodman Company, Marinette, Wis.; Ray E. McQuillan, Langlade Lumber Company, Antigo, Wis.

It was ultimately decided that membership should be limited to those affiliated with manufacturing organizations operating in

BETWEEN TRAINS AT BATTLE CREEK.

1—After their hard work, George Robson and Harry Dewey were justified in their apparent satisfaction over the outcome. 2—Waiting for No. 13 to pick up the specials. The astonishing thing about this picture is that Darke and handsome Harry Christiansen were not in the front row. 3—Nobody ever put one over on Darke, so to relieve the monotony he put one over on himself. 4—Harry Butts and Mike O'Brian in select company. The officer in the picture weighed 298 pounds when in civilian life. He now weighs 176 pounds. Mike is interested. 5—If Darke were not so modest he would know better how to pose and we might have done better justice to his poetic countenance. 6—Happy though hungry after a five-mile hike through Camp Custer.

DELEGATES TO THE SECOND ANNUAL LUMBER SALESMA

Wisconsin and Michigan; that manufacturers, salesmen and sales managers should automatically become personal members and that votes should be cast one for each company in the membership.

He Welcomes the Visitors

W. C. Hull, president of the Michigan Hardwood Manufacturers' Association, welcomed the congress with a short but pointed talk. Some thoughts from his speech follow:

Salesmanship is the dominant note of our conferences here today, and is a subject that can well tax the brains of the best of us. Selling today means a whole lot more than it did a few years ago, especially the selling of materials entering into extensive manufacturing operations, such as the lines we have for sale.

Big business men have ceased trying to know everything, and now look to specialists for specific information.

There was a time when a buyer tried to know more about what was offered him than the seller; now he is looking for the seller who knows the most about the lines offered for sale.

Salesmanship today is almost worthless as a business force unless it includes a keen analysis of the needs of the customer and the vigorous intelligent application of the goods to his peculiar and particular needs. The successful salesman is the one who can see clear through the buyer's needs and show him better methods, better processes and more suitable materials than he is using, if the possibility exists for such improvement.

Every lumber salesman must know more about the uses of wood than any consumer of wood. Every lumber salesman should be able and willing to study over the operations of his prospective customers, and must be in a position to tell those customers how to economize, and how to improve so far as wood is involved in their operation. To do this means to originate business where there was no business before, and it means to get the order where the demand is already known, but not intelligently analyzed.

Especially, should lumber salesmen give shrewd analysis to the requirements of their trade in view of the aggressive operations of wood substitutes. We must be able to justify the use of wood whereever it can be justified, and if we do this, we will more than double its consumption.

We will not be taken on faith; smooth talk will not get us by; it's up to the salesman to prove his case; to show the consumer how to get the most for his money and still use wood; to get the consumer out of the notion of thinking in wide clear boards, when narrow one face stock is better for his purpose. What the consumer thinks he wants and what he really can use are often widely different things, and the salesman's duty is to take the situation as it confronts the customer and see that he has the most suitable thing that can be furnished, and at a price that will make him come back for more.

But I digress; it is my job to welcome you; not to elaborate on a subject you all know more about than I.

The idea of the necessity of an address of welcome to our Wisconsin brethren is a joke; for they already know they are as welcome as the "Flowers in May," or as a regiment of Yankees in France, but I have a personal feeling of so much satisfaction at having with us our guests today that when I greet you in the name of the Michigan crowd I want to shake hands with each and every one of you for myself, too.

Why the Conferences Are Necessary

Chairman George Robson then told why conferences such as these are necessary.

Gatherings of northern operators, according to Mr. Robson, are necessary because both Michigan and Wisconsin lumbermen have their problems and these problems are similar. Therefore, to get together will mean that each group may help the others overcome common difficulties and the trade may be advanced to a greater extent than if each man and firm paddles his own canoe.

He said that one of the problems is to learn a higher standard of merchandising and to market northern forest products in such a way as to bring better results to the operator and less criticism of the industry's selling ability.

The truly good results of the Merrill conference last year were touched upon and the spirit of that conference was the theme on which Mr. Robson played throughout his talk.

Some Big Thoughts on Salesmanship

Edward Hines, of Chicago, followed with a particularly able address. His subject was, "These Conferences—Perspective and Retrospective." He said:

The perspective as it is now revealed to us commends itself to the thoughtful consideration of every manufacturer of lumber and every sales manager and salesman selling lumber in the United States. There can be no division of interest in its purposes, no curtailment of its possibilities, and no lack of appreciation of the fundamental elements that shall make for the fulfillment of your splendid expectations.

Mr. Hines said that the day of individualism is past and the future will be marked by adherence to the principle of co-operation and cohesive action, and that the inaccuracies of the past must be a guide for the future.

He said: "To succeed in your work you must have an ultimate object in view—you must decide what you want and keep eternally in pursuit of your object." He laid before his audience his conception of the fundamental principles of selling and proved the greatness and importance of proper sales methods.

Touching on difficulties to be overcome, he said: "If in your organization work you succeed only in demonstrating that troublesome difficulties may be circumvented and turned to useful purposes, your progress will be assured and your work abundantly repaid."

He dwelt forcibly on the important place in selling that the modern business letter with a personality holds. He said:

"If you suggest that you can help the reader of your letter you are sure to have his attention. Tell how, and you have his interest. Prove it, and you are likely to have his signature."

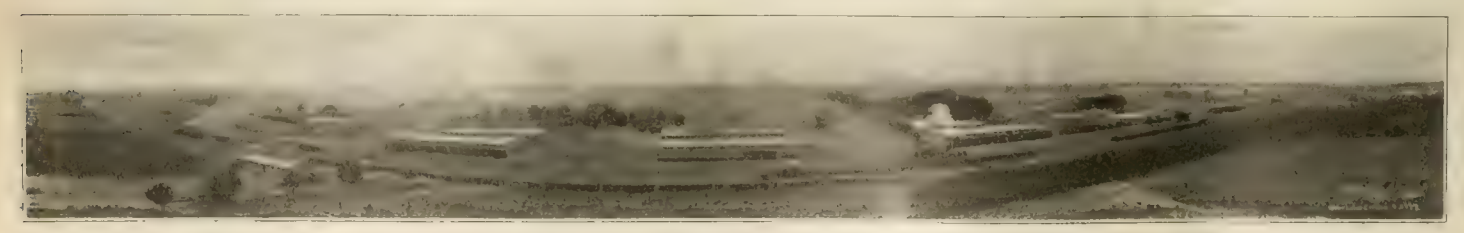
He closed with an emphasis on the importance which work has in success. His thought here may be summed up in one of his sentences as follows:

"The concentrated centralization of all your best efforts to succeed in the art of selling are spelled in just one word—Work."

Why Cadillac Is the City of Quality

"How We Do it at Cadillac," was the subject assigned to Charles R. Abbott, of the Cummer-Diggins Company.

Mr. Abbott sketched briefly the history of Cadillac as a white pine center and as a city in first rank of hardwood production. This change, he said, brought Cadillac lumbermen face to face with a difficult problem which they solved only by complete co-operation among themselves and between themselves and everyone with whom they came in contact. He told of the frequent consultations between competitors in Cadillac, and of the free interchange of information. He told of the development of remarkable by-products industries, turning into profit what is normally waste. Co-operation in the



BIRD'S-EYE VIEW OF CAMP CUSTER, BATTLE CREEK, MICH.

NSHIP CONGRESS, HELD AT BAY CITY, MICH., ON NOVEMBER 16-17.

development of chemical by-products plants and accessory plants is the one thing which has made possible the building up of a successful business in these directions, as no one company would have been able to maintain such accessory organizations. This spirit of co-operation carries through all units of manufacturing in Cadillac in the lumber, in the by-products and in the flooring plants. The result is the successful defense of the Cadillac slogan, "The City of Quality."

Mr. Abbott said: "It has been said of Cadillac manufacturers of lumber that they ask higher prices than some of their competitors. To this we cannot agree. The people who buy our stock would not pay us a premium just for the sake of doing business with us. We desire to give to our customers just what they want, and when they get just what they want, they are willing to pay our price."

He went on then to describe the workings of the Cadillac Lumber Exchange, telling of the different committees, and of the interchange of stock information which makes it possible at all times to meet any prospective customer's requirements as if one man does not have it, another will, and will furnish it.

What the Retailer Thinks of the Manufacturer

C. D. Burritt, of the Cadillac Lumber Company, Cadillac, Mich., was particularly apt in his handling of a discussion of merchandising, past, present and future.

He contrasted past methods in the retailing of lumber with the present methods, laying particular emphasis on the loose connection between the retail lumberman and the ultimate purchaser. He told of the haphazard method of designing and constructing houses that prevailed years ago, emphasizing that the only interest that the lumber manufacturer, the jobber, the retailer and so on down the line, had in the man who bought from him, was the money he was to get.

This condition began to change about fifteen years ago, according to the speaker; the change in the beginning taking the form more of improved ethics than of modern salesmanship. The retailer also began to analyze house construction, which in its turn showed signs of improvement. But still there was lacking any foundation of good merchandising or of real service.

Then came the inspiration for the big change, the big awakening. That was the introduction of the substitute. Those in charge of marketing the substitutes had selling and service ideas before they started, and have put these ideas into effect and developed them ever since.

Looking at it from the retailer's standpoint, this example seems to have been an inspiration to the lumber manufacturer, for Mr. Burritt says of the situation: "I think an apparent change has taken place, both in distribution and assistance offered by the manufacturer."

He criticized, however, the form of information which the manufacturers are getting out, saying that it is not complete enough so that the retailer can use it to drive home the idea to the ultimate buyer. He said:

"Of course, many yards have house building books, but they do not show why six-inch D. & M. stock at $38 is better than 8-in shiplap at $35." He contrasted this more general information with the specific data offered by the substitute people.

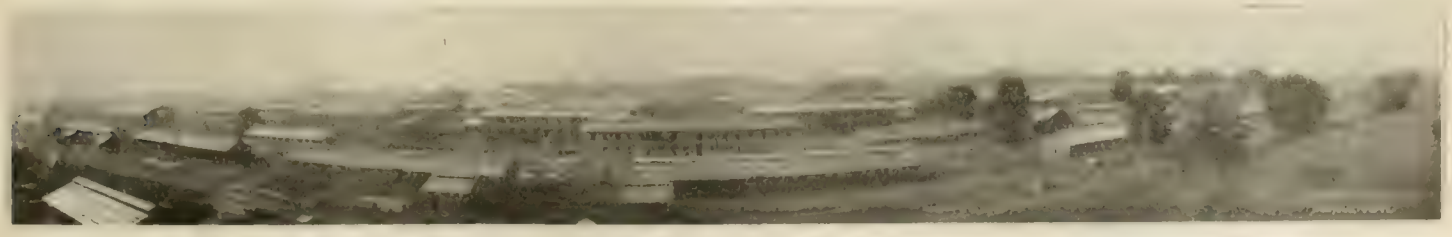
Mr. Burritt said that as a consequence of lack of material, of telling points and selling data, the lumber salesman will have to expend more energy than ever to get back the business, and the delay in doing it will make the substitute man all the more successful.

Mr. Burritt, however, offered hope for the future, saying that he has noted a radical difference in selling talk. He said that the salesman seems to know something about his product, and how and when it can be used with the best result. He said though that there seems to be an inclination in lumber literature to let quality of paper and artistic effect take the place of hard facts and convincing argument, but he said further that this will be remedied when the men at the head really get together.

He dwelt then more in detail on the need of assimilating and tabulating technical and trade information on the physical qualities and the adaptability of wood in its various forms, and of getting this information broadly and as convincingly as possible before the public at large in order that the public may have a complete knowledge of the many purposes to which lumber exclusively is suited. He closed by saying that when the manufacturers have established their right to retailers' co-operation, they will find the retailer ready, but if the manufacturers do not make good, the retailer must look for his livelihood to the sale of substitutes.

The congress was here fortunate in being able to listen to a short but pointed talk by William Woodward, of the Curtis Publishing Company. Mr. Woodward gave an impromptu talk as he just happened to be in Bay City on the day of the meeting and accepted an invitation to address the congress only about a half hour before it was time for him to appear. The thought he left with his listeners was that the future of their business is up to them. That the first essential in properly merchandising any commodity is a full and general understanding of just what the commodity is and what it is good for. That when the merchandisers have this knowledge they can spread their propaganda with it as a basis, but that if a merchandising campaign is attempted without specific knowledge of the product to be sold, that campaign is foredoomed to failure.

J. B. Crosby, of Chicago, talked on "Moulding the Demand," his talk being a general analysis of the fundamentals which constitute salesmanship.



THE CAMP PARTIALLY FINISHED, SHOWING THE TYPE OF CONSTRUCTION.

Another Retailer's Ideas

He was followed by Robert K. Jardine, of Grand Rapids, Mich., who told of the retailer's viewpoint in lumber purchases. He spoke in part as follows:

Each community has its peculiar trade requirements; what can be sold in one district can not be disposed of in another, and consequently the retailer buys for his particular requirements and his inspection, therefore, is biased.

So long as mills will not stick to uniformity of grade, just so long will trouble exist between the retailer and manufacturer on inspections.

The average retailer buys from a mill whose salesman tells him he has exactly the stock for this particular yard and regardless of the wording of the sales ticket and acknowledgment expects exactly what the salesman told him he had.

For example, in one district the trade expects for a No. 1 common yellow pine board or flooring practically clear stock; for No. 1 hemlock expects No. 1 and not merchantable; and has been educated to that expectation because a few mills furnished the retailer a superior grade, and after a while he demands stock better than the grading rules call for. Imagine his situation if the mill he buys from suddenly decides to abide by the grading rules.

If your association can devise some way of standardizing grades shipped so that the manufacturer would refuse to ship degraded or questionable stock, as well as to refuse shipment of stock superior to grade, one great evil of the trade would be eliminated and the retailer would then have no excuse for shopping around.

The Friday afternoon session was then adjourned.

Saturday's Session

The Saturday morning session opened with Charles R. Abbott in the chair.

Relative Values of Select Grades

W. L. Martin of Boyne City, Mich., told of the "Evolution of Hardwoods in Michigan," and dwelt particularly on the merits of the grades of "selects" and its value.

He told of the time, when twenty-five years ago operators in cutting maple, would cut around the log throwing out the heart, squares from 4 to 12 inches square, these being cut into firewood. At this time hardwoods were sold mostly as No. 2 common and better, or merchantable hearts out, or log run hearts out, or hearts measured out. He told of the evolution of grade development necessitated by the specific needs of different manufacturers who required a definition of the stock that they used. This led up to the formation of the National Hardwood Lumber Association, after which the development of hardwood grades began in all its glory. The purpose then, as always, was to define and admit such boards as experience found could be used to advantage by the majority of the customers requiring certain grades.

Mr. Martin gave some interesting figures on lumber values in the old days, naming such prices as $15 for FAS maple; 10 for No. 1 common. He said that a cargo of thick maple was shipped to Racine eighteen years ago at $14 delivered. He then went on to sketch development leading up to present inspection and marketing methods, and turned to a discussion of conservation. His argument was that one crop of potatoes raised on former forest lands in Michigan will produce more than the timber which it took three or four hundred years to raise on that same land. He said that the country should conserve its timber and cut only what is actually required for immediate use.

Referring then to tests on relative value of the grade of "selects," Mr. Martin read the two following very interesting letters:

Your letter of the 27th, in reference to relative value of the select grade, we are of the opinion that in taking this select grade out of the No. 1 common in basswood, birch and maple, it would take about 40 per cent in basswood, 30 per cent in birch and about 25 per cent in maple. Taking the October 1 list as a base, think a spread of $6 in the grade of FAS and select and $5 in select and No. 1 common, with the No. 2 remaining as it is, but wit hthe choice No. 2 developing in shipping No. 2 stock $3 per thousand more than the regular 4/4 No 3 price and "for basswood."

Would apply this average of $3 also in 5/4 and 6/4, but in 8/4 and thicker stock make this choice No. 3 $10 per thousand less than the choice No. 2 common. In birch, make 4/4 FAS $50, selects $40, No. 1 common $35 and No. 2 common $25, with this ratio of price prevailing in all thicknesses. With the 4/4, 5/4, 6/4, 7/4 and 8/4, No. 3A developing in shipping, No. 2 common and better $3 per thousand more than the straight No. 3 common price. With the choice No. 3 common developing in 10/4 and thicker $30 per thousand less than No. 2 common price.

In regard to maple, think that our list is a little bit confusing, but suggest under 4/4, first pricing only FAS and select No. 1 common, 5-inch and wider, 6-feet and longer, making these prices $49 and $41. Then under 4/4 flooring stock, have the four grades selects, Nos. 1, 2 and 3A, with the prices $39, $31, $26 and $18 per thousand, respectively. With 5/4 and thicker stock, selects $7 per thousand less than FAS, and $7 per thousand more than No. 1 common. With the No. 3A developing in 5/4, 6/4 and 8/4, No. 2 common and better $3 over the regular No. 3 common price, and with the same stock developing in 10/4 and thicker, $30 per thousand less than the No. 2 common price. In shipping flooring stock from all this northern country anywhere from 1½ to 3 per cent of FAS develops, also 6 to 12 per cent No. 3 common. We think that by making a definite distinction between 4/4 No. 1 common and better, and 4/4 flooring stock, it simplifies matters. We think the grade of selects is very necessary, as we know that in shipping out good lumber with a national man on the pile, he invariably gives us the worst of it on stuff between No. 1 common and FAS. This would take care of this and tend to make our grades more uniform.

Letter No. 2.

I am pleased to acknowledge receipt of your communication of October 27th, and note that you are going to discuss the subject of "the selects grade" of hardwood and its relative value at the Northern Lumbermen's Salesmanship Congress to be held at Bay City, Michigan the 16th and 17th of this month, and while from the fact that it is just recently that we started to put up some o fthis grade in the yard, I am possibly not in a very good position to give you much information. I would state, as far as we have gone, we have found that it cannot help but result to our advantage.

The ordinary grade of No. 1 common, as we have been previously putting it out, would probably produce of this new grade all the way from 25 to 40 per cent, also the grade of No. 2 common would possibly develop from 10 to 15 per cent, and when you can get a relative increase in value of from $10 to $20 per thousand, there is no question, of course, as to the ultimate benefit, and bear in mind at the same time it is our opinion that we cannot see as the selection is practically detrimental to the No. 1 or No. 2 grade, that is, for the ordinary purpose of a cutting-up nature for which these grades are sold.

In our own particular case here we are simply experiencing on the 4/4 inch thick stock and in birch only, only cutting small quantities of basswood and maple—we have not decided to experiment on these woods as yet. Of course, there is another feature in connection with this grade, and that is that it is practically a sash, door or interior trim product, and naturally, as there has been very little business with this class of trade for the past eight or ten months, we are not any of us in a position to determine just how the consumer is going to take to the stock, and especially with reference to the price he will pay for it.

He gave the following as results of actual tests so far reported on this grade:

OLD RULES.	NEW RULES Selects
872 ft. 6/4 FAS maple.	867 ft. 6/4 FAS No. 1 com., 35⅛%.
11,441 ft. 6/4 No. 1 com.	4,145 ft. 6/4 selects, No. 2 com., 3 4/10%
2,976 ft. 6/4 No. 2 com.	7,277 ft. 6/4 No. 1 com., selects.
	2,870 ft. 6/4 No. 2 com.
15,289 ft. total.	15,159 ft. total.
12,243 ft. 4/4 No. 1 com. maple.	4,129 ft. 4/4 selects, No. 1 com., 33.4%.
7,681 ft. 4/4 No. 2 com. maple.	8,239 ft. 4/4 Nos. 1 and 2 com., 0.2%.
2,236 ft. 4/4 No. 3 com. maple.	7,663 ft. 4/4 No. 2 com., selects.
	2,233 ft. 4/4 No. 3 com.
22,160 ft. total.	22,264 ft. total.
17,034 ft. 4/4 No. 1 com. maple.	3,567 ft. selects, No. com., 20.3%.
4,596 ft. 4/4 No. 2 com. maple.	13,567 ft. No. 1 com., No. 2 com., 0.2%.
471 ft. 4/4 good face No. 3.	4,496 ft. 4/4 No.2, selects.
558 ft. 4/4 regular No. 3 com.	471 ft. good face No. 2.
	558 ft. 4/4 No. 3 com.
22,659 ft. total.	22,659 ft. total.

Average of above 28.5% of No. 1 common grades selects.
Average of above 1.4% of No. 2 common grades selects.

The last test, however, he said is not a fair average as some of the best common has been put with FAS. He said that in inch maple about 30% of common will grade selects, but that in 2- or 3-inch this percentage will be much larger. In speaking of the consumer's viewpoint, he said:

We believe the consumer when he becomes familiar with the selects grade will find that for all practical purposes the selects grade will be equal to seconds. As to price, it has been suggested that in all woods, except birch, the selects should be at a price half way between FAS and No. 1 common, and the No. 1 common left where it is.

Whose Ox Is Gored

H. H. Butts of the Park Falls Lumber Compnay, Park Falls, Wis., spoke on the subject, "'Whose Ox Is Gored." He dwelt mainly on the question of terms of sale and told of the work done by the National Lumber Manufacturers' Association on revision of terms which will be adopted nationally when approved by nine of the eleven affiliated bodies. He recited the proposals and then listed the benefits that will be derived both by the shipper and the purchaser by their general adoption.

Mr. Butts was followed by O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, who gave some very interesting data and figures on the relative strength of hemlock and hardwood. He emphasized the need for a more thorough understanding of these questions in these days of rapid fluctuations in markets for different woods.

This concluded the Saturday morning's session.

Saturday Afternoon

Secretary J. C. Knox of the Michigan Hardwood Manufacturers' Association, opened the Saturday afternoon's session with a short talk on the Michigan conception of the Merrill conference, and was followed by Enos Colburn of Green Bay, Wis., whose subject was "The Salesman's Viewpoint."

Mr. Colburn, who is in the commission business, criticised many of the methods of manufacturers, and said that with present methods of selecting men for selling positions and of giving recognition to the importance of the sales department, either in a pecuniary way or otherwise, little progress could be made. He maintained that

the salesman's efficiency can be greatly increased if he has the confidence of the sales manager, and in turn the sales manager's efficiency can be brought to a much higher plane if he enjoys the full confidence of his employer.

S. S. Stewart of the W. S. Stewart Company, Flint, Mich., gave some pointed reasons why lumbermen should make over some of their methods of handling consuming factory business. He told of conditions just as he sees them in the daily experience of the purchase of lumber for body work. Mr. Stewart so expressed himself that his criticism was taken in good part by the manufacturers who undoubtedly will profit by what he told them about themselves.

He made the following interesting statement:

Primarily of course, the buyer should know well in advance what his requirements will be, and the salesman should be so well grounded in the detail of grade and method of manufacture that he can study the buyer's requirements intelligently, continually searching for substitute grades of woods, which will meet the buyer's requirements and still answer the question, for the salesman who can suggest a substitute of this kind establishes a personal reputation, which, when re-enforced by the shipping of consistent grades by the producer, is a mighty valuable asset to both.

Mr. Stewart also made the statement that in the opinion of a big buyer in his acquaintance his chief criticism of the average salesman's ability was that he does not know his stock, that is, as to grade, texture characteristics such as ranges of strength, and kiln drying properties, and also covering car and rail conditions which may affect the delivery of the product.

The Manufacturer's Idea

Speaking on the question of merchandising from the manufacturer's standpoint, Charles A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., spoke in part as follows:

In order intelligently to supervise the manufacture of his stumpage the manufacturer should, first of all, have some knowledge of the requirements to which his product, if properly manufactured, may conform.

Each manufacturer of hardwood lumber should study the needs of the consumers in his most available markets. When he knows who uses the various grades and thicknesses of such hardwoods as he manufactures, then a further study of the size and quality of his own timber would enable him to decide what class of material can be produced from his logs to the best advantage. Putting lumber into pile without any object in view, except to see how much the mill can cut, is wrong. There should be an attempt made to forecast the market. If it is known what lumber is to be used for, then some attempt can be made to saw the logs to meet the needs of the consumers.

* * * * * *

This, then, is the province of the sales manager, not only to sell the product of his mill, but to advise his mill how to cut the logs and saw the lumber. He should endeavor, as far as possible, to see that the lumber he is to sell has been sawed so that he can sell it. He will get this information in endless ways. Mainly, he must depend on his own knowledge of the trade requirements in the territory he expects to serve. He will gain this by personal visits, by correspondence and thru his salesmen. The manufacturer should, wherever possible, follow up the work of his sales manager by making personal visits to customers and securing their confidence, thus not only laying the foundations for a mutually profitable continuance of trade relations, but often leading to life-long friendships and always to a broader knowledge of the possibilities of his own business.

* * * * * *

I can foresee that before we go into this very far we will be asked to furnish statements showing the average fair cost of hardwood based on the reasonable values for stumpage. If the Government needs a large amount of northern hardwoods, and we are unable to produce reliable cost sheets, the Government will make up cost sheets for us on the basis of its own investigations. Now, the question is whether we would not rather make up our own cost sheets than have the Government investigators make them up for us. They would need to secure the data from us in the first place and necessarily their sources of information would be limited to the few people with whom they would come in contact, and the results, hastily arrived at, would not be properly representative and equitable.

* * * * * *

Each of our associations is getting out cost sheets and I understand a joint cost sheet is promised. It seems to me we should go further than this and have some sort of a clearing house for stock that a seller is desirous of moving and which he has no immediate prospect of selling at a fair price. Very often these extremely low prices are quoted on stock which some other mills are refusing orders on because they can not furnish. I believe the wholesalers as well as the mill men could make some arrangement that would not only work out to their profit but would go a long ways toward preventing unnecessary demoralization of the market.

Finally, it is bad policy to be in too much of a hurry to sell your lumber. Do not try to force it on to your customers before they want it, as that only makes them think that there is a surplus of the very items they are using. Everything that you make in the way of lumber will be needed if you are satisfied to let it wait its turn, and in the meantime make some intelligent effort to find out who will probably use it, when they will need it, and what it is worth.

From a Wholesaler

He was followed by E. M. Holland of the Cartier-Holland Lumber Company, Grand Rapids, Mich. The strong points in Mr. Holland's talk follow:

A great many also are connected directly or indirectly with the manufacture as well as the sale of lumber. Furthermore, the successful wholesaler must know the manufacturing end of the business before he can properly market the product. Many times in my short experience, I have had the god fortune to meet some of the old-timers, those who have made history in lumber manufacturing, and they have said to me: "Why, he used to work for me in the woods—worked all the way up to head salesman—decided to shift for himself [illegible]"

The average sales department has been considered a necessary evil, sort of department created for the movement of lumber and has usually been paid about one-half of what should have been paid for an efficient sales department. Small salaries have been in vogue ever since this necessary evil was created, and have affected every one in that department from the sales manager down.

It has always been the custom to market lumber at the lowest possible cost, whereas, liberal expenditures of money have been made to secure production efficiency. The sales managers of today and in the past have been tied down to their desks with oodles of details, so I can safely say that not one in a hundred knows his customers personally, and if he does, nine times out of ten the customers have found him in his own home town.

Another point is that the amount of money paid to sales forces keep them from being stars, and if by chance a star is developed, it is next to impossible to secure compensation commensurate with services rendered. The average sales manager will generally sour, go to seed or breaks into the wholesale lumber business.

A while ago a representative of one of the large manufacturing concerns in the west called at my office to sell me some boards. His price was about $3 per M higher than a similar kind of material produced in our section of the country. I advised him that his price was considerably higher, and asked him why I should pay a premium for his stock. He replied by saying that it was pretty hard for him to sell his stock in this territory as his price was so much higher than his mompetitors', and he could think of no reason for this condition, excepting that the freight rates were so high. Gentlemen, he did not know that his grades were nearly $5 per M higher in quality than the stock from our own section of the country.

The other manufacturers who do not maintain sales forces, sell their product during their leisure hours, or when the spirit moves, generally paying very little attention to the selling or to whom sold, as long as the lumber was moved to make room for some more lumber to be cut and so on until all the trees are gone.

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Gentlemen, in most cases it is almost impossible to get a description of stock. The men who manufacture the lumber generally are their customers to come and look it over. They do not know themselves what they have in pile, how it will grade, average widths and lengths, etc., yet they expect their customers to look at the outside of the piles and figure it out for themselves.

The wholesaler's turn for criticism comes next. Unfortunately, there seems to exist three classes of wholesalers, the first-class, the cheap class and the third-rater.

The first-class, as I have stated above, takes and deserves the credit of being the best salesman and market maker the industry has. Note particularly that I say "Market Maker." Every opportunity is open to him. He is generally located at or near the great consuming markets, where he is in close touch with the consumers' requirements. He is accessible to the consumers at what is known as the psychological moment, the time when the customer needs something quick, and delay means more than costs. He knows just what the consumer wants, when he wants it, and takes opportunity to see that he has, or is in touch with the particular article required.

When he employs salesmen, he employs the best as a general rule, or does this part of the work himself. There is nothing to be ashamed of in selling lumber. In fact, if one can sell it instead of give it away, he has mastered a trade worth while.

The average first-class wholesaler has adequate capital to discount his bills. The yare the kind that sell the product for just what it is, and you can depend upon them to get the highest market prices, and deliver the goods. When I say deliver the goods, I mean a great deal. It applies to "delivering" to the manufacturer of the said goods, as well as to the ultimate consumer. You will find the relations existing between the first-class wholesaler, manufacturer and consumer are generally most pleasant. Those of you who cater to both the wholesale and consuming trade can count on the highest type of competition.

The consumers are, of course, the real goal toward which we are working, and they depend on our giving them one of the many raw materials used in the manufacture of their product. You must bear in mind that the manufacture and sale of their own product requires the major portion of their time so that the buying of lumber is of necessity somewhat neglected, especially where the owner and general manager is also the purchasing agent of all supplies.

Very often industrial concerns are obliged to hire inspectors whose sole knowledge of inspecting has been picked up by reading the rule books, learning something about measurement and then bluffing themselves thru as inspectors.

Some of the large industrial consumers employ strictly lumber purchasing agents, young men taken from the offices of either manufacturers or wholesalers. It is unnecessary for me to make any comment on the latter. The three types mentioned constitute what has been in my observations, the three kinds of industrial consumers.

You can readily see that the first two mentioned are those most imposed upon. Very few have ever had an opportunity to learn anything about the manufacture or grading of lumber. Consequently, the only point left for them to consider in buying their lumber is the price. You can easily see that with conditions of this kind existing, it is possible for those wholesalers whom I have termed as third-raters, to sell their doctored grades and inflated scale at lower prices and get away with it, by posing as the consumer's friend.

Other speakers of the afternoon's sessions who were not on the regular program were Mr. Putnam, director of publicity of the Southern Pine Association, who urged that all lumbermen get behind the movement for increasing home building and told of some of the big things the southern pine association is doing and is about to do, to the end that wood as wood may be given broader markets; Bruce Odell of Manistique, Mich., and Roy H. Jones. Mr. Jones has just been appointed manager of the newly opened Washington (D. C.) office of the Northern Hemlock and Hardwood Emergency Bureau. Mr. Jones will be sort of a watchdog on the lookout for long specifications and to seize upon every opportunity to secure government markets for northern woods where those woods are suited.

There followed reports of the resolutions committee and other committees as previously noted. The meeting then adjourned

Hitting the Sawdust Trail

Here and there I find that some good institution which happened to have a particular class of lumber that the buyer wants, loads practically every car to the top of the roof. I saw a carload of gum the other day that sold for $1,100, and heard of a burl of walnut that sold for $7,500. In printing a picture of the carload of oak on the Anderson-Tully Company yard at Memphis, which contains 26,000 feet of 4/4 or 8/4, showing that lumbermen are co-operating with the railroads in loading, and they should. This burden isn't only due to the Wall street end of the railroads. Without the co-operation of all shippers, it is impossible to get the most in the car and thereby minimize the waste of shipping room, and then it's up to the railroads to get enough engines to do away with this obsolete method of moving the cars seven or eight miles a day. Shippers in general are coming through in great shape. It is up to the roads to equal their records.

It is very gratifying to drop into the various offices and yards and see how enthusiastically the lumberman has taken to this suggestion of co-operation with the railroads. Now, in discussing with the President's railroad committee how to assist the railroads to get equipment, add to the terminals and eliminate the waste motion, they have assured him that the railroads are doing everything they can under existing financial conditions. That is, they do as far as it goes, but if the I. C. C., after hearing the present case of fifteen per cent advance asked for by the eastern lines, admits the justice of these demands or meets them half way, there certainly should be a string on the railroads that would make it necessary that this extra freight rate be put into new equipment and terminals, and not be paid in back interest. And, while they are financiers, they have in times past put the money in air instead of into equipment, or upkeep or the construction of new miles of trackage.

Every lumber committee that has been before the lumber commission for the hearing has protested against the advance, and I am inclined to agree with them. But if the government's needs are not more than two-thirds satisfied, if the fifteen per cent for one or two years is given the railroads by the commission, maybe it will accelerate the movement of commerce which will naturally be held on the side track or along the right of way of railroads in almost as severe a degree as the millions of tons of munitions and other materials that have been shipped to Vladivostok it would practically cripple that long, single track which is still owned by the Russian government.

I met P. L. Ryan of Lufkin, Tex., the other day. He was worked up to the highest pitch. His mill was shut down on account of lack of cars, and he was leading Secretary Townshend a merry chase in order to get the little fellow's influence to get the car to him so he could get his logs and ship some lumber. I suggested to Ryan that he wasn't the only fellow who is in that fix—that there are a lot of them right in Memphis. But that didn't make it any less important, and as the days go by and absorb the beautiful sunshine and wonderful weather of the fall and we get the rainy season, as Robinson Crusoe "dubbed" it, there will be a lot of Ryans dashing around to the superintendent of transportation and everybody else, from the Lord down, to keep goods moving and business going.

Therefore, the particular need of every man sanely facing every problem of keeping his to measure up and work like the old fellow himself, in order to keep the commerce of the country moving. Not only because Uncle Sam needs the money, but every institution that permits its business to go democrat will find their cash means getting at a lower ebb, thus affecting the whole people, including the army's needs and support, and laying of the residue of a thousand of the members of the merchant marine that Uncle Sam needs.

E. H. D.

26,000 FEET OF OAK ON CAR. YARD OF ANDERSON-TULLY CO., AT MEMPHIS, TENN.

New Southwestern Association

At Hotel Bentley, Alexandria, La., November 17, the Southwestern Hardwood Manufacturers' Club was organized with twenty members, principally from Texas and Louisiana. Albert Deutsch, president of the Sabine River Lumber & Logging Company, Oakdale, La., was temporary chairman. The officers and board of directors were chosen as follows:

PRESIDENT, Albert Deutsch, Oakdale, La.

FIRST VICE-PRESIDENT, George W. Cleveland, Jr., South Texas Lumber Company, Houston, Tex.

SECOND VICE-PRESIDENT, Ferd Brenner, Ferd Brenner Lumber Company, Alexandria, La.

THIRD VICE-PRESIDENT, A. L. Boynton, Boynton Lumber Company, White City, Tex.

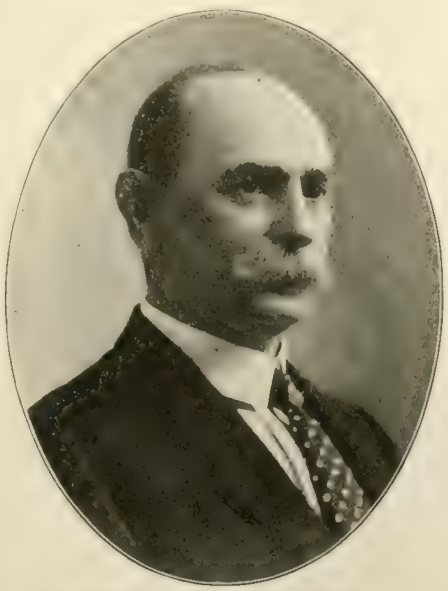
BOARD OF DIRECTORS: To serve one year—A. O. Davis, Beaumont, Tex.; J. B. Robinson, Pelican Lumber Company, Mounds, La.; G. V. Patterson, Alexandria.

For two years—H. G. Bohlssen, New Caney, Tex.; J. T. Holloway, Huie Hodge Lumber Company, Hodge, La.; Dr. W. T. Smith, Smith Lumber Company, Wildville, La.

For three years—Philip A. Ryan, P. A. Ryan Lumber Company, Lufkin, Tex.; W. D. Brewer, Brewer-Nienstedt Lumber Company, Miltonberg, La.; Rex H. Browne, Beaumont Lumber Company, Beaumont, Tex.

A. O. Davis of the Sabine Tram Company, Beaumont, Tex., was elected secretary.

The next meeting will be held at Beaumont, Tex., February 23. A small assessment, based on thousands of feet of lumber, will be assessed. It was the expressed belief that after the club's machinery has been set going, the assessment will not exceed two cents per thousand feet a year. The purpose of the club is "to promote the welfare of the hardwood and cypress manufacturers and to improve the methods of manufacturing, handling and marketing lumber." National rules of grading and inspecting will continue in use as heretofore. Meetings will be held quarterly. Members are expected to report stocks and sales.



ALBERT DEUTSCH, PRESIDENT.

A number of persons joined in discussions of live topics which came properly before the club. Among such speakers were W. M. Stark of the American Column & Lumber Company, St. Albans, W. Va.; F. B. Larson of the Southern Hardwood Traffic Association, and President Deutsch.

The report of the committee on by-laws was read by G. V. Patterson. The committee on membership consists of Messrs. Patterson, Cleveland, and Davis.

It was decided to give close attention to traffic work.

A committee composed of R. C. Witbeck of the Ferd Brenner Lumber Company, Alexandria, La.; A. O. Davis of the Sabine Tram Company, Beaumont, Tex., and C. A. Weis of the Alexandria Cooperage & Lumber Company, Alexandria, La., was appointed to canvass the hardwood mills in this territory to determine what stocks are available for immediate shipment to the government.

Following are the charter members:

Boynton Lumber Company, White City, Tex.; Smith Lumber Company, Wildville, La.; H. G. Bohlssen Lumber Company, New Caney, Tex.; South Texas Lumber Company, Houston, Tex.; Beaumont Lumber Company, Beaumont, Tex.; P. A. Ryan Lumber Company, Lufkin, Tex.; Ferd Brenner Lumber Company, Alexandria, La.; Huie Hodge Lumber Company, Hodge, La.; Boyce Lumber & Realty Company, Boyce, La.; Pelican Lumber Company, Mounds, La.; Alexandria Cooperage & Lumber Company, Alexandria, La.; Purdy Hess Lumber Company, Belledeau, La.; Crandall & Brown Cypress Company, Pearl River, La.; Baldwin Lumber Company, Baldwin, La.; Jeffris Lumber Company, Jeffris, La.; Scotland Lumber Company, Ravenswood, La.; Brewer-Nienstedt Lumber Company, Miltonberg, La.; Latt Lumber Company, Colfax, La.; Sabine Tram Company, Beaumont, Tex.; Sabine River Lumber & Logging Company, Oakdale, La.

Valuable Data on Oak's Future

Illustrating what lumber or veneer merchandising really means, HARDWOOD RECORD is privileged to publish a letter and data from the offices of the Evansville Veneer Company of Evansville, Ind. George O. Worland, secretary-treasurer, addressed 700 copies of the following letter to representative woodworking factories, he being anxious to make plans for the future of his business:

There has been a general decreased demand for quartered oak veneer, until some plants have decreased their production, or quit its manufacture altogether.

We are extensive producers, and, in fact, specialize in this particular line, and it is now necessary that we get facts as to conditions and causes that we may adjust our organization as to its future conduct. We have been in the trade for thirty years, and have seen quartered oak come and go several times, but it always comes back, and we have a great deal of faith in its future. Quartered oak has fluctuated in price less than any of the finer cabinet woods, and, in fact, quartered oak veneer is selling for less money than it did twenty years ago and has not varied more than three dollars per M. in ten years past.

We are anxious to have your views as to the prospects of the future of this wood in your business, and would appreciate your expression in the form of a letter, accompanied with the return of the attached sheet with questions answered.

It will help us a great deal to determine our future policy, and we will be pleased to give you the final analysis determined from the replies to seven hundred of these letters which we are sending out.

A. O. DAVIS, SECRETARY.

The following is a digest of the information revealed by replies to this letter. Of the total number reporting, 43% reported a decrease in the use of quartered oak veneers; 53% reported no decrease; 4% reported an increase; 38% anticipated an increase; 50% do not anticipate an increase; 12% expressed no opinion on this question; 61% desired an increase; 18% do not desire an increase; 21% are neutral on the subject. From this it would not seem that quartered oak is hopeless.

The main reasons why those desiring an increase in the use of quartered oak feel that way is because of the assured supply and staple prices and substantial goods offered in quartered oak. Quartered oak has not felt abnormal inflation due to any great use in war work. In other words, it has maintained itself strictly on the basis of a normal demand. In addition the supply of quartered oak is more easily controlled than is the supply of its competing woods, and there is no fear of exhaustion of production or fluctuation of prices.

Mr. Worland says about the styles of oak furniture:

The public buys what is offered it and is now buying mahogany and walnut because it was offered to it in new and attractive designs. Therefore it is the opinion expressed by a material number of our correspondents that if quartered oak were offered to the trade with the same attention to artistic design, the same care in inspection and the same skill in finish, the public would welcome it for they know and appreciate oak and are its real friends.

The Mail Bag

B1144—Gum or Southern Softwoods

St. Albans, W. Va., November 17.—Editor HARDWOOD RECORD: We are in the market for from five to ten cars of dry 4/4 No. 2 common gum or other southern softwood, for delivery at our plant at St. Albans, W. Va., and would be interested in receiving quotations delivered on that basis.

B1145—Cherry Wanted

Providence, R. I., November 15.—Editor HARDWOOD RECORD: We see in your issue of October 25 reference to some very choice cherry that had been unloaded recently. We thought you might possibly help us to locate some of this wood. We want about 15,000 feet 5/8" No. 1 common and possibly 1½ cars 5/4" No. 1 common, old growth.

B1146—In the Market for Locust

New York, N. Y., November 17. Editor HARDWOOD RECORD: We are in the market for 100,000 feet 4/4, 5/4 and 6/4 log run locust, eliminating mill culls. Shipments to be made about one car every two weeks. If you know of any lumber concern who can handle a part, or all, of this order will you kindly favor us with its name?

B 1147—Poplar Sought

New York, N. Y., November 20. Editor HARDWOOD RECORD: We are in the market for a number of cars of 4/4 No. 3 common poplar, D28. We have written to a number of your advertisers, but have been unable to get any of this stock. We want this delivered on a New York rate to a non-embargoed point.

Clubs and Associations

Oak Association Supports Government

The executive committee of the American Oak Manufacturers' Association, at a recent meeting held at Memphis, adopted the following resolutions:

Be it resolved that the American Oak Manufacturers' Association offers the whole hearted co-operation of its membership and the entire facilities of this association to the Southern Hardwood Emergency Bureau to the end that the government may secure promptly all its hardwood requirements in the successful prosecution of the war.

Immediately following this action, a copy of the resolutions was wired to R. H. Downman, director of lumber, raw materials division, Council of National Defense, Washington, D. C.

Indiana Annual

Dan. Wertz of Maley & Wertz of Evansville, Ind., was in Chicago the other day, and reported that on November 20 at a meeting of the board of directors of the Indiana Hardwood Lumbermen's Association, he had made arrangements for the annual pow wow of the present generation of lumbermen doing business in Indiana and the boys who left for other parts and are operating in hardwoods in the East, and the South and other sections of the United States. They selected Thursday, January 24, as the date and the Claypool hotel, Indianapolis, as the meeting place. As usual the annual dinner will be a revival of the friendly exchange of information and good fellowship that has kept this organization alive. The business session will as heretofore be addressed by some prominent Hoosiers.

National Exporters' Meeting to Be Held in New York

The annual meeting of the National Lumber Exporters' Association will take place in New York January 23 and 24, 1917, a large majority of the board of directors having expressed themselves in favor of that city because of the conditions brought about by the war. In view of the importance of the many questions certain to come up for consideration, it is thought that the attendance will be unusually large and exceptional interest will be manifested in the proceedings. The numerous grave problems confronting the members require not only the ripest judgment, but close co-operation and harmonious action. It is felt that anything done by the exporters as a body will be far more effective than if the exporters undertook to accomplish the same thing singly. Officers will be elected, and a long report is expected from Frank Tiffany, the foreign representative, in regard to what he has done in the way of facilitating the foreign shipments.

Hardwood Manufacturers' Big Annual Coming

The Hardwood Manufacturers' Association of the United States has adopted February 5 and 6 as the dates for its annual meeting at the Hotel Sinton, Cincinnati. The board of directors of the association held a meeting on November 21 in Cincinnati in order to prepare and work out an interesting program.

A report of the open price organization and illustrations of their work and specialty data from individuals in the work will be brought out at the annual. Gen. Boyle of Kansas City, Mo., will give an address showing the legality of the work of exchanging information and ideas and transactions and other data that is pertinent to the needs of any manufacturer of hardwood as often as he can get it. This information will be presented to the meeting in reference to the hardwood trade with the government and the government with the hardwood trade.

There will be no long-winded welcoming addresses or memorial addresses at these sessions, but there will be snappy, pertinent data delivered by good speakers.

This meeting generally means the bringing together of 600 to 700 operators and those interested in the hardwood trade, and the work of the organization has been so beneficial under the present management that this attendance should be doubled.

Frank R. Gadd, assistant to the president, is making a very active campaign to assist the hardwood manufacturers in working out their problems. Having been an executive of a manufacturing institution he knows the need of this data and is capable of putting it in most advantageous form. His report will be full of suggestions for the next year's councils.

The association has had a very nice increase in membership and the board of directors feels very much encouraged for an active year in 1918.

Lumber Talks by Old Timers

The Lumbermen's Association of Chicago held a meeting and luncheon November 22 in the association's rooms in the Lumber Exchange building, Chicago, and the trend of the addresses followed back to old times. The meeting was in charge of C. B. Flinn of the Metropolitan Lumber Company, and the leading speaker was Perley Lowe, an ex-president of the association, and identified with the lumber business in Chicago in early days. He came west from Maine after the Civil war, in which he served in the infantry, and has been in Chicago ever since.

Mr. Lowe referred to the fact that it was once considered preposterous in Chicago that any one should want to buy hardwood. Those were the days when white pine held the field against all comers. The business was then transacted differently from present methods. One difference was that lumber came to this port in schooners, and when a buyer wanted to replenish his stock he visited the schooners in the harbor and bargained for what he wanted. Mr. Lowe related that among his first duties in the business in Chicago was to keep an eye on the lumber schooners and locate just what was wanted and then inform his employers where and at what price it could be had. Sometimes it was no small job to keep track of all the loaded boats; for Mr. Lowe remembered of counting 165 in the Chicago river on a single morning. At that time it was the custom for Chicago lumber yards to pay fifteen dollars a foot for the space they wanted.

The calls for a talk from Robert L. Henry, one of the veterans of the Chicago lumber trade, failed to induce him to break his lifelong custom of making no speeches. He explained that he was seventy-two years old and having never made a speech, he considered it inadvisable to begin at this late day.

A request made of Col. Walter R. Robins for a leaf from his book of reminiscences elicited from him an interesting talk, beginning with the Civil war. He was from Maine and was a cavalry officer who was at Appamattox and enjoyed the distinction of having fought an hour and a half after Lee surrendered. Col. Robins directed his remarks more to military affairs than to lumber. He has taken an active interest in universal military training and he explained certain amendments which he expects to see introduced in the next session of congress, providing for the training of all young men for the army. He believes that this should be done, whether there is to be more war or not; for the training will be worth all it costs, even if hostile guns are never fired. It will make more efficient men, and they will be worth a great deal to the country and will raise the standard of citizenship.

Stock Shortage Revealed at Memphis Meeting

The members of the open competition plan of the Hardwood Manufacturers' Association, during their meeting at Memphis, November 19, agreed that stocks of oak and ash were considerably broken and that hardwood holdings, generally, were below normal for this time of the year. Stocks were checked with particular reference to determining the quantity available for use in filling government orders, and while no action was taken at the meeting pledging support and co-operation of those taking part therein, it was quite clear that all who participated stood ready to co-operate with the Southern Hardwood Emergency Bureau with a view to enabling the government to secure all its hardwood lumber and timber requirements.

There was considerable discussion of the outlook for production, too, and it was agreed that the shortage of labor, the lack of adequate transportation facilities for handling logs to the mills and other handicaps made the outlook for hardwood output anything but encouraging. The labor shortage is the greatest in the history of the country and the car shortage is so acute that many mills are already forced either to close down entirely, for the time being, or to operate only intermittently. It is therefore considered necessary that, if the government is to be supplied with the hardwood lumber and timbers it must have, production will have to be speeded up and this can come, according to those present, only through a radical increase in the amount of flat equipment for handling logs.

The question of shipping lumber is largely a matter of whether one

is trying to ship to private industry or whether one is selling to the government or some industry that is producing something regarded as essential to the conduct of the war. Restrictions are being thrown around the shipment of lumber intended for non-essential industries and most members of the open competition plan just now are centering their attention on what the government is likely to want. One of the most prominent firms in Memphis, identified with the open competition plan, says that it has changed all of its sawing instructions and that its entire output will be available for government use if it is wanted. In other words nothing is being cut unless it measures up to the specifications the government has named. And some of the others are falling in line on the same proposition.

Because of the scarcity of stocks, the shortage of labor and the lack of log supplies, resulting from the deficiency in flat cars, and because of the excellent demand for southern hardwoods, generally, prices are showing an advancing tendency, and members of the open competition plan are inclined to believe that this process of gradually higher prices will obtain until production can be substantially increased through a larger supply of cars and the logs they will handle.

M. W. Stark, chairman of the open competition plan, was present at the meeting, as were also: Bruce Burns, president of the Hardwood Manufacturers' Association, and F. R. Gadd, assistant to the president. Among the other out-of-town lumbermen present were: W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; W. H. Dick, Tallahatchie Lumber Company, Phillip, Miss.; Fred Conn, Bayou Land & Lumber Company, Shreveport, La., and A. O. Davis, Sabine Tram Company, Beaumont, Tex. Quite a number of members of the association at Memphis also took part in the proceedings.

Memphis Lumbermen Give Liberally to Y. M. C. A. Work

In the brief space of about fifteen minutes Saturday, November 10, members of the Lumbermen's Club of Memphis, following unanimous suspension of the rules of that organization, subscribed $5,400 to the Y. M. C. A. war work fund. The suggestion that the matter be handled in this particular way was made by S. B. Anderson, whose son, Harry, is "somewhere in France," and that valiant worker was ably seconded by Earl Palmer, who has a son each in the army and navy.

The latter made a speech in which he said that the men who had volunteered their services to the government were far ahead of their daddies in their patriotism, and that there was absolutely nothing that could be supplied that should be denied them. He elaborated on the fact that the Y. M. C. A. is not a religious organization in the strictest sense of the word, and that the great work it is doing for the men in the camps and in the cantonments in this country, in the navy, in the camps overseas and among the allies is based on "service"—on the ability of the men in charge of the work to get close to the boys, give them a warm welcome and make life worth living for them. Mr. Palmer took great pleasure in declaring that the lumbermen and the men of wealth should support this fund and all other patriotic funds with a view to showing the "leather lunged asses who are fighting against the government instead of fighting for it" that capital did not have to be conscripted in order to get it to do its part in winning the war.

The response was genuinely enthusiastic. Fourteen firms gave $250 each and a number of others contributed $100 each, while still a few others, mostly individuals, pledged $50 each. Since the meeting of the club Col. Anderson has successfully continued his work in behalf of the Y. M. C. A. war fund and at the final meeting of the executive committee of the Y. M. C. A. War Work Council reported a total collected from the lumbermen of Memphis of $7,802. Practically every lumber firm in Memphis contributed something.

These subscriptions and the total secured from lumbermen of Memphis followed the recent purchase by members of the organization of $530,000 worth of bonds of the second Liberty Loan.

It was announced, in a communication from the Chamber of Commerce, which is identified with the United States Chamber of Commerce, that steps were being taken looking to a reorganization of the advisory committees assisting the Council of National Defense, and the suggestion was made that a member of the Lumbermen's Club should be placed on the lumber committee. A motion was made that John W. McClure of the Bellgrade Lumber Company be selected for this position. Mr. McClure, however, thought it only right and proper that, before any action was taken, a committee of five should be appointed to confer with the National Hardwood Lumber Association and other interested organizations. He therefore moved that such a committee be appointed and that it be authorized to confer with the bodies indicated and to act on the information resulting from such conferences. This motion prevailed and the committee will be named.

S. M. Nickey presided in the absence of President Ralph May.

The attendance at this meeting was unusually large and the meeting proved a most delightful one. The usual luncheon was served.

No action, however, was taken regarding the date of the banquet which is to be tendered jointly to visiting lumbermen during the third week in January by the Lumbermen's Club of Memphis, the Gum Lumber Manufacturers' Association, the American Oak Manufacturers' Association, the Southern Hardwood Traffic Association and the Southern Alluvial Land Association.

Modern Hardwood Operation

The Gayoso Lumber Company, Memphis, Tenn.

The Gayoso Lumber Company, Memphis, Tenn., operating two saw mills, cutting mostly hardwoods, chiefly oak, gum, ash, cottonwood, and hickory, and some cypress. The mill at Memphis has an average capacity of 60,000 feet per day. When conditions permit the bringing in of an adequate log supply, this mill is operated night and day. The company has another band mill at Blaine, Miss., with an average capacity of 50,000 feet a day.

At present the main log supply for the Memphis mill is drawn from a tract of timber recently bought in the famous St. Francis basin. This

SOLID TRAINLOAD OF LOGS CUT FROM OUR OWN TIMBER FOR OPERATING MEMPHIS MILL.

DAILY CAPACITY 60,000 FEET

DERRICK ON MEMPHIS YARD, EQUIPPED TO STORE 1,000,000 FEET.

tract contains more than 30,000,000 feet. The company operates its own logging equipment and locomotive power, and has its own trackage for both mills.

The general management of the business is under the direct supervision of W. A. Ransom who is president of the concern. C. R. Ransom is secretary and treasurer.

The Gayoso Lumber Company has in its various departments in the neighborhood of 400 employes. At the present time it has on sticks more than 10,000,000 feet of lumber.

With the Trade

"He's Who," in Louisville

Among the "Who's Who," in Louisville lumber circles is young A. E. Norman, Jr., vice-president of the Norman Lumber Company, director of the Louisville branch of the Southern Hardwood Traffic Association, and recently elected president of the Louisville Hardwood Club, who last year served as vice-president of the organization, and filled out the unexpired term of the club's late president, Smith Milton.

Mr. Norman is one of the youngest big men in the local trade and at the age of twenty-seven years is president of the club, being the youngest president the club has had during its ten years of service. His connection with the lumber business dates back five years, or back to the time when he entered the business with his father, A. E. Norman, Sr., one of the pioneer Louisville lumbermen.

A. E. NORMAN, JR., LOUISVILLE.

Graduating from the Louisville Male High School, where incidentally he captained the football team, he went to Princeton University, where he put in a full four year term before returning to Louisville to take up the lumber business. This fall he married Miss Nell Crutcher Fulton, daughter of Dr. Gavin Fulton, a prominent local physician.

An interesting angle in his presidency of the local hardwood club is in the fact that his father, A. E. Norman, Sr., was a charter member and first president of the organization. He later served several terms as president, and even during the past year acted as chairman on several occasions when the regular officers were absent.

Young Norman is truly a chip from the old block, and is taking to the lumber industry as a duck takes to water. Of course he comes from a family that has been well intrenched in the southern lumber trade for many years, and probably knows more about sawmills and lumber at the outset than the average man entering into business upon leaving college. However, the five years that he has been actually connected with the trade have given him an insight into conditions which many men have spent a lifetime in acquiring, and this fact is shown conclusively by the action of the club members in electing him to the presidency of the organization, from a membership which includes many men who are well up in every angle of the hardwood lumber industry.

Yeager-Stabell

Arthur J. Yeager, city salesman of the Yeager Lumber Company, Buffalo, N. Y., and son of Orson E. Yeager, was married at the Church of the Holy Angels November 15 to Miss Martha K. Stabell, daughter of a leading Buffalo contractor. The groom's two cousins, John H. and Maurice Wall, sons of James B. Wall, were among the ushers. After December 15 Mr. and Mrs. Yeager will be at home at 89 Minnesota avenue.

To Appraise the Crane Lands

Commissioners have been appointed in West Virginia to appraise the lands of Cole & Crane in that state for the purpose of levying the inheritance tax against the holdings of the late Clinton Crane of Cincinnati. The appraisers are Wells Goodykoontz, F. C. Leftwich, and Naaman Jackson. Cole & Crane of Cincinnati have been said to be the largest individual holders of land in West Virginia. Their holdings are enormous. Some time before the death of the junior partner Cole & Crane created a trust, of which Judge C. W. Campbell of Huntington, W. Va., is a member, to take over these lands. The trust became operative at the death of Capt. Crane.

H. Bauman Sales Manager for American Column & Lumber Co.

As announced in a recent issue of HARDWOOD RECORD, W. C. Barlett, formerly sales manager for the American Column & Lumber Company at St. Albans, W. Va., is now with the Thomas Hall Lumber Company at Charleston, W. Va. H. Bauman, who has been well known in hardwood circles for a good many years, recently took the position of sales manager for the St. Albans firm.

Mr. Bauman has had general practical experience in manufacture, inspection and selling of southern hardwoods, and immediately prior to going to St. Albans was sales manager for the C. & W. Kramer Company, Richmond, Ind.

J. R. Dean Now an Aviator

J. Richmond Dean, formerly vice-president and treasurer of The Dean-Spicker Company, manufacturer of fancy wood veneers at Chicago, recently took the examinations for the aviation service and passed with flying colors. He has been at Camp Kelly, San Antonio, Tex., for four or five weeks, and it is expected that with the excellent record he has made he will have attained a captain's commission within three or four months.

As an example of the rigid character of the examinations it is said that only about five per cent of the participants get through. The fact of a man's having passed is a pretty good demonstration of his mentality.

J. RICHMOND DEAN, CHICAGO.

Mr. Dean has been in the lumber business for quite a number of years in Chicago and has been connected with the operation now controlled by The Dean-Spicker Company for several years, it having prior to its acquisition by this company been operated as The Black Lumber & Veneer Company, of which Mr. Dean was vice-president.

It is announced at The Dean-Spicker office that Maxwell P. Spicker, son of J. T. Spicker, has been elected treasurer to succeed Mr. Dean.

Tribute Paid to Horace C. Mills

A committee was appointed at the last meeting of the Buffalo Lumber Exchange to draw up memorial resolutions on the death of Horace C. Mills, who for nearly half a century was connected with Taylor & Crate, and treasurer of that corporation since the business took that form in 1900. The evidence of high esteem in which Mr. Mills was held was evidenced by the large number of lumbermen in attendance at his funeral. As one of his associates said: "We remember him as the true type of the Christian business man."

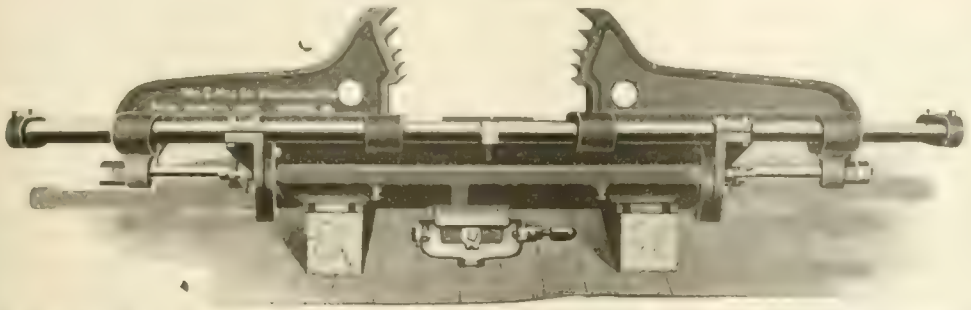
Five Million Dollar Airplane Plant

The Standard Aircraft Corporation, with factories in Plainfield and Elizabeth, N. J., has been incorporated in Albany for $5,000,000, divided into $2,000,000 preferred and $3,000,000 common stock. Harry Bowers Mingle is president of the new corporation and the board of directors is composed of Charles H. Day, C. Vernon Bradford, Daniel L. Meenan, Jr., C. G. Stratt and Mr. Mingle.

It was announced that the new concern now has millions of dollars worth of government orders and expects to employ more than 8,000 men and women in the main plants. The new plant at Elizabeth, N. J., covers eighty-seven acres and the main buildings have more than 300,000 square feet floor space. There is also a sixty-acre flying field and five acres of waterfront on which will be established the hydro-airplane hangars and test sheds. This plant represents an investment of more than $1,000,000. In addition to the two main plants, the Standard Aircraft Corporation has seven smaller factories in which parts of airplanes are made. It is expected that sixty airplanes a week will be the normal output of the new corporation.

The description of this organization indicates that it should be a large buyer of hardwood lumber, veneers and other woods products which play so important a part in airplane construction.

Style "E" Steam Dog



Speed up the production of your cross-cut saw by using a Steam Dog. Several types made.

SEND FOR
HILL AND CURTIS
CATALOGUES

HILL-CURTIS COMPANY
Successor to Wm. E. Hill Co. and saw mill machinery business of Curtis Saw and Mill Machinery Co.

SAW MILL AND ALLIED MACHINERY
Kalamazoo Michigan

Wertz Buys Maley Interests

Daniel A. Wertz has purchased the interest of the late Claude E. Maley in the firm of Maley & Wertz, hardwood lumber manufacturers of Evansville, and will take over all the business and operate it under the same name. There will be no change in the official staff here. The deal includes two sawmills and large lumber yards in Evansville, one mill and yards at Vincennes, Ind., and a sawmill at Grammer, Ind. The business at Vincennes is gradually being closed out, and the mill at that place has not been running for some time. The firm was started in Evansville about fifteen years ago and is one of the best known in the West. The business extends into many states. Mr. Wertz, who is now at the head of this vast business, is the president of the Indiana Hardwood Lumber Association.

Maley & Wertz recently bought a big supply of logs from John A. Reitz & Sons of Evansville. The Reitz mill is now closed down.

A. Harvey McCay

A. Harvey McCay, for a number of years Baltimore representative of Wm. Whitmer & Sons, Philadelphia, with offices in the Equitable building, died November 11, the direct cause being pneumonia. Mr. McCay had not been in good health for some years and had taken extensive vacations during the summer. Last summer he spent some months on Long Island, returning considerably improved, but a nervous disorder reasserted itself, and for some months he had been under the doctor's care. Mr. McCay was born in Augusta, Ga., about fifty years ago and came to Baltimore with his father, the late Prof. Charles F. McCay, when quite young. He was educated in the Monumental City and became prominent socially as well as in a business way. His brother, Lieut. H. Kent McCay, who is now in the United States Navy, was formerly harbor engineer of Baltimore. Two sisters also survive him. When increasing infirmities compelled Mr. McCay to curtail his activities, his nephew, Charles M. Buchanan, took up largely the work of looking after the interests of the Whitmers. Mr. Buchanan is now in the service as a member of Battery A, Light Artillery, which was formed in Baltimore more than a year ago.

Traffic Affairs

The Beeson Stave Company of Horatio, Ark., has filed complaint with the Interstate Commerce Commission against the Kansas City Southern Railway. The complaint states that the complainant shipped a lot of oak staves from Wickes, Ark., to New York, but billed to complete loading in transit at Coke, Ark. The railroads charged the full 7-cent local rate from Wickes to Cove. Complainant claims that the through rate of 28 cents, Wickes to New York, should have applied, plus a charge of $5 per car for the privilege of loading in transit. The establishment of such rate and charge is asked of the commission, also reparation of the difference between $5 per car plus the through rate, and the local rate combination paid, the said difference being $30.

E. G. Boyd, agent, has applied to the commission for approval of a tariff he wants to file cancelling routing in connection with lumber and related articles from Wisconsin and Northern Railway stations via the Soo Line, Pembine, Wis., and the St. Paul Railway.

Application was also filed under the amended fifteenth section of the interstate commerce law for increased rates on crossties from Hobbs Island, Ala., to Cairo (proper and for beyond), Ill., and Brookport (for beyond), Ill., provided in tariff I. C. C. No. 2228-A (Western Lumber Tariff No. 7).

F. Anderson, agent, has filed application for approval of rates on box material, staves and heading manufactured of cottonwood or gum lumber, from Helena and West Helena, Ark., to Council Bluffs, Ia.; Lincoln, Neb., and Wichita, Kan., and other points.

J. V. Norman, counsel of the Southern Hardwood Traffic Association, says that the railroads made out a poor claim for higher rates in the 15 per cent advance rate case. Their own exhibits, he said, show that their income this year is 30 per cent higher than last year. Mr. Norman declares that the railroads should not be permitted to interfere with government operations for financing the war by competing with the government for investment funds. He did not believe that the carriers need increased revenues, but if they do the government might loan them funds.

Pertinent Information

A Record in Lumber Shipments

Secretary O. T. Swan of the Northern Hemlock & Hardwood Manufacturers' Association, and also secretary of the temporary Northern Hemlock & Hardwood Emergency Bureau, told the other day of a new record in shipments to meet the government needs for lumber. It seems that the government contractor was shy about thirteen cars of mixed lumber to finish up the cantonment at Rockford, Ill. It was not possible for him to get the material from local yards so on a Saturday morning he called up Secretary Swan on the long distance 'phone, reaching him at about eleven o'clock and explaining to him the circumstances, emphasizing the fact that the lumber must reach Rockford by Wednesday night of the following week. Mr. Swan, of course, was dubious over the possibility at first, but promised he would get in action immediately and if it could be done it would.

He in turn communicated with the members of his association over the long distance wires with the result that thirteen cars of mixed lumber and flooring, the lumber dressed and matched and surfaced two sides, and including two cars of dimension lumber, the entire lot having been worked in the planing mills prior to being loaded, was on the way by Sunday night.

The lumber was furnished by the John S. Owen Lumber Company, Owen, Wis.; the Medford Lumber Company, Medford, Wis.; the Westboro Lumber Company, Westboro, Wis.; Park Falls Lumber Company, Park Falls, and the Kneeland-McClurg Lumber Company, Philipps. The material was shipped out over the Soo line and this road collaborated so well with the secretary's office that he was able at any time to put his pencil on the point of the map where each car was at that particular time. The lumber began rolling into Rockford on Tuesday night and the entire shipment was completed by Wednesday morning, thus illustrating what can be done through proper co-operation.

The Kiln Drying of Lumber

H. D. Tiemann's book on kiln drying lumber has come from the press of the J. B. Lippincott Company, Philadelphia. HARDWOOD RECORD has had occasion to speak in advance of this book. Mr. Tiemann is well known to the readers of this paper. He has contributed many articles to its pages, relating to his specialty, the scientific seasoning of lumber. He has worked along that line for several years, principally at the government laboratory, Madison, Wis., where he built a kiln after his own ideas and where he carried out hundreds of experiments in all kinds of wood drying.

Every page of the book contains conclusions reached by his own experiments and tests. Though the book is published as his individual work, yet investigations carried on for and by the government are described or referred to on every page. The book is for the general lumberman and it is also for the scientist. The dry kiln operator will find in it a manual for his guidance; and if the student of wood physics wishes to delve into the technical side of lumber drying, the mathematics, mechanics and formulas are there.

A table showing the dry weight per 1,000 feet of seventy-four American woods will be appreciated by many a lumber shipper who has often wanted that information without being able to lay his hand on it at the time wanted. Mr. Tiemann lists arbor vitae as our lightest commercial wood and osage orange as the heaviest, though there are heavier and lighter woods among the minor species.

It may be confidently predicted that Mr. Tiemann's book will take its place among standard works on the kiln drying of lumber.

BRIDGEPORT STANDARD

SERVICE DEPARTMENTS

enable lumber dealers to give SERVICE that will ensure satisfaction to everybody concerned—to the home owner, the architect, the contractor and builder, the painter and decorator.

These service departments are helping to put the retail lumber business on the same successful basis as that of many of the foremost industries of the United States, which largely owe their phenomenal growth to the successful application of the Service Idea.

Let us tell you about the Bridgeport Standard Service Idea

BRIDGEPORT WOOD FINISHING CO., New Milford, Conn.

Authorities on the Correct Painting and Finishing of all Woods
Write us about your Paint and Wood Finishing Problems

NEW YORK CHICAGO BOSTON

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

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HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

50 M 5/4 No. 1 & 2 Common MAPLE.
50 M 7/4 No. 1 Common & Better MAPLE.
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War Hurts Minor Wood Industries

The wood carving industry in Switzerland has been all but killed by the war, according to a report by Consul Philip Holland, published in a recent commerce report. This holds true more particularly of wood carving, but applies to other industries which use wood as raw material. The factories have attempted to find other business—some have taken up the manufacture of artificial limbs, while others make toys.

Hardwood News Notes

MISCELLANEOUS

The Milton Box Company has been incorporated at Milton, Ore.

The Johnson Tank Company of Augusta and Eldorado, Kansas, has sold out to the American Tank Company of Cushing, Okla.

At Fort Worth, Tex., the Texas Hardwood Company has been incorporated.

Hastings Brothers, Bethel, Me., have filed a voluntary petition in bankruptcy.

At Wellsville, N. Y., the Coats Manufacturing Company is a voluntary bankrupt.

At Manistee, Mich., the Michigan Lumber Company has been incorporated at $25,000.

The E. Z. Comfort Chair Company is a recently incorporated concern at Louisville, Ky.

The Tyrrell Manufacturing Company, Columbia, N. C., has been incorporated at $25,000.

A new organization at Dothan, Ala., is the Dothan Coffin & Casket Manufacturing Company.

Alexander Brothers, Belzoni, Miss., are reported to have sustained a loss by fire recently.

The Michigan Trust Company has been appointed receiver for the C. S. Paine Company.

The capital stock of the Shawano Lumber Company, Shawano, Wis., has been increased to $150,000.

The Texas Wheel & Body Company is a new incorporation at Dallas, Tex., capitalized at $25,000.

The Empire Chair Company, Johnson City, Tenn., has increased its capital from $150,000 to $200,000.

The Doyle, Kelly, Bannister Coffin Company has been incorporated at Emporia, Va., with $5,000 capital.

The Delta Hardwood Lumber Company has been incorporated at Belzoni, Miss., with a capital of $6,000.

The Tower & Kelly Lumber Company, Detroit, Mich., has made a settlement with the creditors and is liquidating.

With a capital stock of $10,000, the Marshville Planing Mill & Lumber Company has been incorporated at Wadesboro, N. C.

An increase in capital stock has been made by the Chattanooga Manufacturing Company, Chattanooga, Tenn., from $50,000 to $100,000.

R. G. Richardson, Mary A. Richardson, T. D. Lepps and W. G. Frick are the incorporators of the Keyser Wood Working Company at Keyser, W. Va. The capital is $10,000.

CHICAGO

The Hendrix Mill & Lumber Company has been incorporated at Mound City, Ill., its capital being $20,000.

At Chicago the National Toy Crafters (Inc.) has engaged in business with a capital of $10,000.

A. R. L. Mueseler & Sons Company, city, has filed an involuntary petition in bankruptcy.

The Piano Back & Case Manufacturing Company has been incorporated locally with a capital of $100,000.

The capital of the Flottorp Manufacturing Company, Chicago, has been increased from $25,000 to $50,000.

T. J. McDonald, well-known in southern timber circles, with headquarters at Knoxville, Tenn., is in Chicago for a substantial stay. Mr. McDonald states that there has been a noticeable increase in timber activity of late, and he seems quite encouraged over the prospects.

R. L. Jurden and J. N. Penrod, respectively of Memphis, Tenn., and Kansas City, Mo., spent Sunday and Monday in the city. Mr. Penrod was unfortunate in being taken sick the day he arrived, but seemed to have recovered from his indisposition before he left.

Sam A. Thompson of the Anderson-Tully Company, Memphis, Tenn., passed through Chicago the beginning of the week on his way back to Memphis from a protracted eastern trip.

BUFFALO

Some of the local lumbermen are taking alarm on account of certain published views on the trade, which would give one an idea that the government was trying to suppress the movement of lumber entirely, on the ground that Europe has stopped building and that this country

might as well do so. The railroads will not carry sand or gravel and it is feared that other building material may follow in the same way. Hardwood dealers are picking up all the birch and maple they can find.

The increased scarcity of cars naturally attracts much attention to the enlarged Erie canal which is to be completed before navigation opens next spring. When it was at first projected, capital seemed rather eager to take it up and there was fear that the railroad truck lines, through their lake lines, would try to monopolize it with fleets of their own, and there were propositions to [illegible] at low. Nothing was done however, and now no organized effort is being made to place fleets on the enlarged waterway, much as shippers are likely to need it next season. The present canal and its predecessor have been famous for the amount of lumber they floated. For a long time the Erie canal made the rates for grain and lumber across New York state to tidewater, and it is hoped now that someone will provide the enlarged tonnage needed.

PITTSBURGH

The Miller-Owen Electric Compnay, Inc., has bought 18,000 square feet on Lexington avenue and is having plans prepared by the C. D. Cooley company of this city for a plant to cost $40,000.

The L. C. Graves Company of Springboro, Pa., manufacturer of commercial bodies for Ford cars, has been reorganized and the new owners are E. C. Sweeney and F. C. Eckels of Conneautville, Pa. They have secured the old chair company plant for their new industry there.

The city of Erie, Pa., has landed the first government owned and operated steel plant. A site of 250 acres has been purchased by Robert F. Devine of the Erie Forge Company and the $5,000,000 plant will be built there soon.

Wholesalers all over Pennsylvania are elated at the recent election of E. V. Babcock, president of the Babcock Lumber Company as mayor of Pittsburgh. Mr. Babcock has promised a thoroughly-clean business-like administration and what E. V. says always "goes" with the "boys."

The Erie Railroad Company is arranging to spend about $200,000 for a new roundhouse and additions to its other buildings at its Ferrona yards near Farrell, Pa.

The Engle Aircraft Company, which lately took over the plant of the Niles Car Company at Niles, O., and which has a capital of $1,000,000, has started work on a second big addition to its plant there.

Two large factories are promised for the Point Breeze Section in Pittsburgh. The Ward & Mackey Biscuit Company has bought 46,000 square feet of space on Lexington avenue and will build a plant at once to cost $350,000.

BALTIMORE

The annual meeting of the Baltimore Lumber Exchange will be held on December 2. Arrangements are now being made by the house committee and in all probability the affair will be held in the Merchants' Club. On account of the war the social features are likely to be less elaborate than usual. Officers will be elected and other business transacted.

M. M. Davis & Son, shipbuilders at Solomons, Md., have joined forces with Moses, Pope & Trainer, marine engineers of New York, and have been incorporated under the name of M. M. Davis & Son, Inc. One result of this action will be an extension of the yards at Solomons and a corresponding increase in the activities of the concern. The officers of the new company are: M. M. Davis, president; Clarence E. Davis, vice-president; J. S. Trainer, Jr., secretary and treasurer. New York offices have been opened at 366 Fifth avenue.

Fire on November 19 destroyed the plant of the F. X. Hooper Manufacturing Company, maker of the rotary press used to print on wooden packing boxes at Glenarm, Baltimore county. The damage is estimated at $100,000.

Forest fires have been raging for three days in the mountains west of Thurmont, Frederick county, Md., and much damage to standing timber has been caused.

The statement of exports of lumber and logs from Baltimore for October shows a marked improvement over all of the other months of the current year. Spruce continues to be the main item on the list, but there are others that add materially to the total, among them oak and poplar boards, which have not figured to any extent for a long time. The shipments of implement and too handles are apparently on the increase. The statement for last month shows a total value of $125,301 as compared with $87,760 for October, 1916.

COLUMBUS

Columbus building activities showed a slump of about 50 per cent in October, compared to October, 1916. This decrease, based on building costs, is slightly in advance of the average decrease throughout the country, but is smaller than shown in many large cities. Building permits issued in Columbus during the last week, however, showed a return to something near the former weekly mark here, and many building activities involving considerable sums are now planned locally.

The Acorn Lumber Company will go out of business on December 1. The city will require its present site for use in widening the channel of the Scioto river.

Columbus lumber jobbers, while seeking to get shipments hurried from mills in the South, have been advised that, aroused to the necessity of greater efforts if the nation's wooden fleet plans are not allowed to drag dangerously, southern lumber manufacturers have inaugurated a speeding up program by which it is hoped to increase the output of ship timbers from 850,000 feet to 2,000,000 feet a day.

Following the incorporation for $150,000 of the Brasher Lumber Company, with offices in the Columbus Saving and Trust building, the company proposes to take over an Alabama sawmill and manufacture lumber for its own account. The incorporators are H. D. Brasher, president; Geo. R. Hedges, H. B. Walker, Dana F. Reynolds and E. D. Howard.

M. C. Brandenburg, who has for the past fifteen years been connected with various lumber companies in Cincinnati, has branched out in business for himself. Mr. Brandenburg will do a wholesale and commission business in cypress, yellow pine and hardwoods, and expects to make a specialty of handling consignments for the mills. His present address is 2241 Cleneay avenue, South Norwood, Cincinnati, Ohio.

The Trotter Lumber Company, Toledo, has increased its capital from $10,000 to $50,000.

The Bennett Road Lumber Company, Toledo, has been incorporated with a capital of $10,000 to deal in lumber. The incorporators are Rupert Holland, Thomas H. Thompson, James C. Martz, Emmitt C. Sayles and Benjamin Seipel.

The Capitol Hardwood Lumber Company, Columbus, has been incorporated with a capital of $10,000 to deal in lumber. The incorporators are M. L. Knotts, B. P. Boardman, Samuel Weil, J. L. Murray and Fred M. McSweeney.

The Mid-West Box Company, Cleveland, has been incorporated with a capital of $250,000 to make boxes. The incorporators are L. C. Shields, Joseph E. Kewley, W. F. Minor, John E. Ryan and Paul F. Bauder.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, principally from manufacturing concerns. Factories making boxes and furniture are buying rather liberally, and the same is true of implements concerns. Retail trade is also sprucing up to a certain extent. Retail stocks are not large. Embargoes and car shortage make shipping a slow process at this time.

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE AND RED OAK AND YELLOW POPLAR
We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.
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ARLINGTON LUMBER CO., Arlington, Kentucky

Walnut
Of Character and Color
Manufactured at Kansas City, U. S. A.
Large Stock of All Grades and Thickness
Thirty-five years' experience
IN WALNUT ONLY
Prompt Shipment, and Guaranteed Inspection
FRANK PURCELL
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YARD
CHICAGO, ILL.

Direct Shipments in
CAR AND CARGO LOTS
a Specialty

MILL
HELENA, ARK

Address Correspondence to Chicago Office

J. A. Ford of the Imperial Lumber Company reports a good demand for West Virginia hardwoods with prices continuing rather firm.

CLEVELAND

An association, in which hardwood and other lumber interests, as well as all building trades interests in this district will be identified, is being organized here, and probably will be completed within a month. With a competent secretary appointed, the organization will be ready to consider the labor situation, for which it is primarily forming. It is the belief of those interested in the project that the position of labor as a whole is becoming more aggressive and that protective measures must be taken by the lumber and allied industries against any possible unwarranted activities by labor.

Plans for a trip to Chillicothe are being made by the hardwood interests of the city. This trip will be made in a body, with the idea of cheering up members of the trade and boys who formerly worked with the hardwood interests here, and who now are at Camp Sherman.

The big firms of Cleveland have been unusually fortunate this year, now that Great Lakes traffic is nearing the end of the season, in that not a single boat or cargo was lost in 1917. The Cleveland fleet is now up the lakes taking on final cargoes.

INDIANAPOLIS

Indiana lumbermen, who had been opposing a petition filed with the Indiana Public Service Commission by railroads asking for an increase of 15 per cent in intrastate rates, won a partial victory last week when the commission refused to grant the permission, but granted the railroads an increase of 5 per cent in intrastate rates. Lumbermen had joined hands with shippers of other industries in opposing the increase on the grounds that the proposed rate increase would prove almost prohibitive in many cases.

A sawmill owned by M. Moore & Co., Cromwell, Ind., was destroyed by fire last week, causing a loss estimated at $7,000, covered by insurance.

The Wright-Bachman Lumber Company, Indianapolis, has increased its capitalization from $30,000 to $150,000.

The plant of the Pierce Furniture Company, Anderson, Ind., was damaged by fire to the extent of $7,000. The loss was covered by insurance. The plant will be rebuilt immediately.

Samuel Adams, sawmill operator near Connersville, Ind., has announced plans for erecting a new plant, which will be larger than the old.

Isaac Brewer and William Roach, owners of the Roach & Brewer Lumber Company, Indianapolis, who recently were arrested and held under $2,000 bonds on the charge of receiving stolen goods, have been released, their cases having been thrown out of court. The two lumbermen were arrested on warrants sworn out by the city, which alleged that the two men had purchased timber which had been cut and stolen from property owned by the city. An investigation by the prosecutor revealed that there was no basis for the charges.

MEMPHIS

The Madison Lumber Company has been formed at Talulah, La., by stockholders in the E. Sondheimer Company, Memphis, and the principals in the firm of Sneed & Jamison. It is capitalized at $50,000 and has begun the erection of a mill of 35,000 feet capacity, single band, at Quinby, La. These gentlemen recently acquired the Wolf tract of timber near the latter point and are preparing to develop it as rapidly as possible. Rudolph Sondheimer is president, Mr. Sneed, of Sneed & Jamison, is vice-president, and Charles Dickinson, of the E. Sondheimer Company, is secretary-treasurer.

F. B. Larson, assistant secretary of the Southern Hardwood Traffic Association, has returned from Alexandria, La., where he attended the organization meeting of the Southwestern Manufacturers' Club. He says twenty-three charter members were enrolled and that A. Deutsch of the Sabine Lumber & Logging Company, Beaumont, Tex., was elected president, and A. O. Davis of the Sabine Tram Company, acting secretary. The next meeting of this organization will be held at Beaumont, Tex., February 23, unless the president deems it necessary to call one for an earlier date. Mr. Larson attended the meeting with a view to securing the affiliation of this new body with the Southern Hardwood Traffic Association, and said on his return that he had received considerable encouragement from the members. He will pursue the subject further between now and the time of the next meeting.

H. B. Weiss, secretary of George C. Brown & Co., president of the Gum Lumber Manufacturers' Association, and a member of the Southern Hardwood Emergency Bureau, is leaving for Washington tonight. He will remain there two weeks, acting in an advisory capacity to the bureau. He will be followed in due course by W. A. Ransom of the Gayoso Lumber Company, and Ralph May of May Brothers, each of whom have agreed to give two out of every six weeks of their time to the affairs of the bureau. R. L. Jurden of Memphis is at present serving the bureau in Washington.

Mr. Weiss, before leaving for Washington, said, that he had about come to the conclusion that "patriotism and profits" would not mix any more than oil and water and that it was up to the lumbermen to place themselves, their plants, their entire capital and their whole resources squarely back of the government, to the end that the latter might secure all the

St. Francis Basin Hardwoods

A Few Specials

Thoroughly Dry Stock

For Special Attention and Quick Shipment

CYPRESS

1 car 4/4" FAS
2 cars 4/4" Select
1 car 5/4" FAS
2 cars 5/4" Shop
1 car 8/4" Select & Better, about 30% FAS
1 car 8/4" Shop

GUM

2 cars 4/4" FAS Qtd. Red, 7 to 9" w.
1 car 8/4" FAS Qtd. Red.
2 cars 4/4" Panel & Wide No. 1, 18" & Up.

1 car 5/4" FAS Sap
2 cars 6/4" FAS Sap
1 car 8/4" FAS Sap
2 cars 4/4" 3" to 4" Clr. Sap Strips
2 cars 5/4" 3" to 5½" Clr. Sap St'ps

OAK

1 car 4/4" No. 1 & No. 2 Com. Qtd. Red, about 50% each grade
2 cars 4/4" No. 1 Com. Qtd. White Oak Strips, 2½" to 5"
1 car 4/4" FAS (Sap, no def.) Qtd. White Oak Strips, 2½" to 3½"

1 car 4/4" FAS (Sap, no def.) Qtd. White Oak Strips, 4" to 5½"
1 car 5/4" No. 1 Com. & Btr. Plain White Oak, about 70% FAS

MISCELLANEOUS

1 car 4/4" Panel & Wide No. 1 Cottonwood, 18" & Up
1 car 4/4" FAS Tupelo
1 car 4/4" No. 1 Com. & Btr. Qtd. Sycamore
2 cars 4/4" No. 1 Com. & Btr. Hackberry

MILLER LUMBER COMPANY

MARIANNA, ARKANSAS

lumber and timbers necessary to its war program. He expressed pleasure over the enlargement of the bureau and over the new policy it has outlined and believes that the new plan will make for effective co-operation between the hardwood lumbermen and the government. He believes that much of the uncertainty heretofore hanging over the lumbermen has been removed and that in a little while it will be possible for them to handle government orders in a manner that will be wholly satisfactory to the government and distinctly to their own advantage, especially in view of the fact that the government will see to it that cars are forthcoming for the handling of all orders placed for government use.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, returned Sunday from Washington, where he spent all of the past week in connection with the 15 per cent rate advance case before the Interstate Commerce Commission. He is much encouraged over the outlook for the lumbermen.

Ralph May of May Brothers is back from a trip to Washington and from a business visit to a number of the larger centres in the North and East. He says that the outlook for business is very good, but that it is becoming increasingly clear that certain items are going to move slowly and that the car situation is going to be so bad that those catering to any other than government requirements are likely to find much difficulty in effecting deliveries of lumber even after the stock has been sold.

LOUISVILLE

At the last weekly meeting of the Louisville Hardwood Club the new president, A. E. Norman, Jr., announced his committees for the year, as follows:

ENTERTAINMENT—H. E. Kline, E. B. Norman and Edward Duvol.
FINANCE—P. P. Joyes, H. J. Gates and Edward L. Davis.
TRANSPORTATION—D. E. Kline, T. M. Brown and H. E. Snyder.
LOGS—E. S. Shippen, Will Day and H. E. Kline.
LUMBER—E. L. Davis, E. B. Norman and T. J. Christian.

As president of the club Mr. Norman is ex-officio member of all of the committees named.

Members of the association in discussing general conditions brought out the fact that business has picked up well during the past two or three weeks, and is much better than it has been, orders coming freely and prices being right. Government orders continue steady and good, but general consumers are afraid of shipping restrictions on non-essentials and are placing heavy orders for requirements.

The plant of the Lack Singletree Company, Paducah, Ky., was recently damaged to the extent of $3,000 by fire, which started from a generator, shortly after the plant had started up in the morning. The blaze started in the woodworking department. The loss was fully insured.

A contract for approximately 2,000,000 feet of yellow pine was recently placed with the W. R. Willett Lumber Company, this lumber to be used in building annexes at the Quartermaster's Depot, Jeffersonville, Ind., the building contract being held by the Alfred Struck Company of Louisville, planing mill operators and general contractors. The Willett company handles both hard and soft woods, but this is one of the largest pine contracts placed in Louisville in years, other than those on the cantonment, which were placed mainly with the Southern Pine Emergency Bureau. C. H. Willett and Harry Roy of the Willett company are back from the southern pine districts, where they made arrangements to get the shipments started to Jeffersonville, it being planned to have all the material on the ground within three weeks.

The Louisville Point Lumber Company was successful on two small bids for maple and poplar to be used by the Navy Department, the bids having been opened in Washington a few days ago. The Mengel Box Company recently received additional munitions box contracts. Only a comparatively few number of direct government orders have been taken recently, but a number of indirect orders are keeping things active.

The United States Supreme Court has held in favor of the Interstate Commerce Commission and the lumber interests in connection with the Paducah rate case, relative to tariffs on cooperage stock, and articles taking the lumber rate, from southwestern territory to Paducah. This case has been before the Interstate Commerce Commission a goodly part of the past two years, and in every hearing the Paducah Cooperage Company and Paducah Board of Trade won. The last hearing resulted in the commission ordering new rates applied, but injunction proceedings in the Federal courts held up execution of the order for some months. The ruling of the supreme court dissolves the injunction, and the new rates will be applied about the first of the year.

Manufacturers of specialties are advertising extensively in the country newspapers for requirements, and at that are not getting anything like as much material as they need, although labor conditions are showing some improvement since the crops were harvested, and more material is being cut. The Wood-Mosaic Company of New Albany, Ind., is scouring the country for walnut logs, and government employes have recently been in New Albany aiding in a movement to hurry up the logs for gunstock manufacturing. The company is still advertising for 2,500 cars, offering spot cash at loading points for all the walnut timber that can be procured. The Turner, Day & Woolworth Handle Company is having trouble getting short dimension timber for handle manufacturing, shuttle blocks, golf stock, etc. The Columbus Handle & Tool Company of Columbus, Ind.; the Standard Wheel Company of Berea, R. Burleigh & Sons of Dawson

Plain & Qtd. Red & White
OAK
AND OTHER
HARDWOODS
Even Color *Soft Texture*
MADE MR RIGHT
OAK FLOORING
We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.
PROMPT SHIPMENTS
The MOWBRAY & ROBINSON CO.
(INCORPORATED)
CINCINNATI, OHIO

Open Yard, Narrow Piles, Narrow Stickers, Assure Uniform Drying of
LENOX LUMBER
KENTUCKY SOFT TEXTURED
White Oak, Poplar
Hardwoods
American Lumber & Mfg. Co.
PITTSBURGH, PA.

Springs, Ky., and various other concerns are advertising for hickory, oak, chestnut, locust or other materials.

A new tugboat, christened the "R. M. White," has left Louisville for Cape Craclas, Nicaragua, where she will be placed in operation by the C. C. Mengel & Bro. Company, which had the vessel built at the Howard shipyards, Jeffersonville, Ind. This boat will make the trip of 4,500 miles under her own power, and will batter her way through the Gulf and Carribean sea, one of the longest trips ever attempted by an inland river boat.

At Paducah, Ky., the Ferguson Hardwood Lumber Company is again operating after a layoff of several days while attempting to accumulate a supply of logs, during low stages in the river. The company has lighted its entire mill with electricity and its derrick operations, so that it can work night shifts from the river to the yards.

William Webb of Mudlick, Ky., has taken over the P. C. Haynie lumber mill at Tompkinsville, Ky., and he started sawing gunstock flitches of walnut for the government. J. R. Dickerson and Andrew Geralds are associated in the movement with Mr. Webb. A fair supply of logs have been received and others are coming fast.

ARKANSAS

The Gates Lumber Company, Wilmar, Ark., is planning to install a band sawmill for the manufacture of hardwood lumber in connection with its large pine mill. This company has long been one of the leading manufacturers of yellow pine of this state, and its entering the hardwood field will be viewed with interest. The company now owns large areas of hardwood stumpage, believed to be sufficient to prolong the operations of the company indefinitely.

F. B. Leonard, operator of a vehicle stock plant at Metropolis, Ill., has commenced the erection of a sawmill at Marianna, Ark., to manufacture hickory, pecan and other hardwoods into lumber. The new mill will have a daily capacity of 30,000 feet. Mr. Leonard has been buying hardwood timber in that section of Arkansas for the past several years, and at last has been induced to erect the sawmill. This will save him considerable money in the way of freight on the timber from Arkansas to his plant in Illinois. His plan now is to manufacture the timber into rough lumber and ship in that state to his Illinois plant to be finished.

J. M. Wells of St. Louis has secured an interest in the Marianna Spoke Company, which owns and operates a spoke factory at Marianna, Ark. The company's name will be changed to the Marianna Spoke & Lumber Company. The operations of the concern are to be largely extended.

The Southern Cooperage Company is preparing to erect and operate a cooperage plant at Swifton, Ark.

WISCONSIN

The M. H. Sprague Lumber Company, Washburn, Wis., has completed its season's run and closed its sawmill for the winter. The planing mill will be kept in operation.

August Knoller, DePere, Wis., has traded 480 acres of hardwood timber at Pelican Lake, Wis., for the gasoline engine factory and machine shop of the Klemish Manufacturing Company, Kewaunee, Wis. The properties each are valued at $12,000.

C. D. Clarke, formerly of the C. D. Clarke Lumber Company, Merrill, Wis., has become associated with the Brown Brothers Lumber Company, Rhinelander, Wis., in an executive position.

The New Dells Lumber Company, Eau Claire, Wis., has resumed operations in its sawmill after being closed three weeks for repairs and overhauling. Logs have started to move from the camps, which employ 300 men. The New Dells company shipped 2,500,000 feet of lumber to the National Army cantonments at Battle Creek, Mich., and Rockford, Ill., in record time during the past season.

The Rib Lake Lumber Company, Rib Lake, Wis., has placed its new planing mill at that point into full operation. It is one of the most modern in the country and is electrically operated throughout.

The Kieckhefer Box Company, Milwaukee, has announced to its employes that it will again pay a 5 per cent bonus on wages of all men in continuous employment during the year. The bonus is payable in cash. Last year a similar bonus was paid, but the checks were deposited in banks to the credit of the men.

The Simmons Boat Company, Chicago, has purchased the controlling interest in the Racine Boat Company, Racine, Wis., the merger being effected to facilitate the execution of government contracts. The Chicago yard will continue to build boats over 50 feet long and the Racine company under 50 feet. O. M. Godske is superseded as vice-president of the Racine company by Ned Simmons, who assumes charge of design and construction in both yards.

The Willow River Lumber Company, Grand View and Hayward, Wis., expects to cut 20,000,000 feet of logs during the coming winter. It has been able to obtain a fair supply of good woodsmen and anticipates no difficulty in meeting the estimate of its cut.

The McDonough Manufacturing Company, Eau Claire, Wis., recently made delivery in record-breaking time of ten complete sawmill units for shipment to France for the United States forestry engineers. The contract was executed in fifty-five days. Ordinarily such work would keep the plant fairly well occupied for eight or ten months. It required 30,000 feet of lumber to box and crate the shipment for ocean transit.

The Oshkosh (Wis.) Excelsior Manufacturing Company has decreased its capital stock from $100,000 to $50,000.

The Stowell Lumber Company, Milwaukee, has been organized with an authorized capital stock of $5,000 by Werner J. Trimborn, Raymond J. Grode and F. L. Neal.

The Standard Realty Company, Manitowoc, Wis., has been organized by a number of large employers of labor in that city for the purpose of building 100 homes for workingmen in Manitowoc during 1918. Twenty-one duplex houses will be erected. The total investment will exceed $120,000. Julius Landstedt is president of the company.

The Oconto Company, Chicago and Oconto, Wis., won its case against the Wisconsin & Northern Railway Company in the Dane county circuit court, and under the decision the Chicago & Northwestern is granted the right to build a connecting line through the timber holdings of the Oconto Company to Kingston, Wis. The Wisconsin & Northern sought to prevent the construction of the line on the ground that it would violate the competitive clause of the Wisconsin Railway Commission act. The Oconto Company would practically have been obliged to suspend operations of its big mills at Oconto unless it was enabled to get logs from its timberlands to the mills by means of an extension of the Northwestern road in Langlade county. It owns about 6,000 acres of timber, upon which 6,000,000 feet already have been cut but have not yet had an outlet. Ten miles of the new Northwestern extension are ready for rails.

The Rice Lake (Wis.) Lumber Company may be forced to suspend winter operations in its big sawmill so far as hardwoods are concerned because of the various unfavorable conditions with which it is confronted at this time. The hardwood log supply must be brought to Rice Lake entirely by rail. The car shortage and lack of labor for its camps are responsible for the uncertainty.

The J. W. Wells Lumber Company, Marinette, Wis., is reported to have purchased 8,000 acres of choice hardwood timber near Sagola, Mich., on the Chicago, Milwaukee & St. Paul line, thus providing millions of feet of timber for its mills when the present supplies in Marinette and Forest counties and Iron county, Mich., are exhausted. The tract just acquired probably will not be logged for three or four years more. It lies within Dickinson county, Mich., and is considered one of the finest hardwood tracts in the upper peninsula. The Wells company has a two years' cut of hardwood on eleven forties east of Iron river, along the Crystal Falls branch of the Milwaukee road, and will log part of the tract during the coming winter. The timber will be shipped to Menominee, Mich. The tract is estimated to contain 20,000,000 feet.

The big sawmill established at Glidden, Wis., twenty years ago by the Rogers & Emmons Lumber Company, is being dismantled by the Paine Lumber Company, Oshkosh, Wis., and the equipment still remaining is now being transferred to the Oshkosh mills. The Rogers & Emmons company sold the mill to the Glidden Veneer Company, which six years ago disposed of the plant and a large acreage of timber to the Paine company. Operations gradually were suspended, as the equipment was withdrawn and devoted to the purposes of the Paine plant in Oshkosh.

Work has been started by the Kiel Woodenware Company, Kiel, Wis., on a new one-story factory addition, 80x320 feet in size, and enlargement of its steam power plant, the whole to cost about $75,000.

Antone Dodero, Florence, Wis., a well known logging jobber, has started extensive logging operations about nine miles south of Saunders, Wis., on Siding 83 of the Long Lake branch of the Chicago & Northwestern railroad. Mr. Dodero has purchased the timber on seventeen forties and will operate one camp of forty men. The rest of the cut will be sublet.

Charles H. Lake, who recently moved from Chicago to Marinette, Wis., and became actively engaged in the management of the Grimmer Land Company of that city, was found dead in his home on November 13. Mr. Lake had been shot through the head and a revolver was found clutched in his right hand. He was a son-in-law of Perley Lowe, a well known lumberman of Chicago and Peshtigo, Wis.

John Jensen, proprietor of the Kaukauna Lumber & Manufacturing Company, Kaukauna, Wis., died recently after a long illness from diabetes. He was eighty-three years old and a native of Holland. He came to Wisconsin in 1848 and was a pioneer in the northern lumber industry. The Kaukauna business was established in 1867.

The American Standardized House Company, Milwaukee, has been incorporated with a capital stock of $25,000 by Edward C. Knoernschild, Gustav M. Hafenbrack and T. W. Brazeau. The company will engage in the promotion of home building along a uniform design and plan which its members recently have perfected.

The Hardwood Market

CHICAGO

The car shortage is materially holding down stocks arriving in Chicago and is of great assistance in holding up prices. The trade locally in hardwoods continues firm in quotations in spite of a growing seriousness in yards and similar trade. Low grades finding their way to Chicago move without difficulty into box and crating factories, but the higher grades, as heretofore, especially for building purposes, are not so active.

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It is not merely that we know how. The **important** thing is that we sincerely endeavor to put a knowledge coming from long years of experience into quality for **your** benefit—not into manipulation for **our** benefit.

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30,000' 1¼" Log Run White
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BIRCH
200,000' 1" Log Run
50,000' 1¼" 1st & 2nd
100,000' 1¼" Log Run
75,000' 1¼" No. 2 & No. 3 Com.

ROCK ELM
50,000' 2" Log Run

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50,000' 2" Log Run

RED GUM
19,000' 1" No. 2 Com.
19,000' 1¼" No. 1 Com.

HARD MAPLE
150,000' 1" Log Run
150,000' 1" No. 1 Com. & Btr.
400,000' 1" No. 2 & No. 3 Com.
100,000' 2" No. 3 Com.
15,000' 1⅝" No. 3 Com.

OAK
75,000' 1" Log Run
30,000' 1" No. 3 Com.

SOUTHERN RED OAK
66,000' 1" No. 1 Com.

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LUMBER COMPANY
APPLETON, WISCONSIN
Long Time Manufacturers of Northern and Southern Hardwoods
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WHOLESALE AND COMMISSION
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2 cars 6/4 No. 1 Com. & Better Birch	1 car 4/4 No. 1 Common Tupelo Gum
5 cars 1" No. 3 Maple	2 cars No. 2 Merchantable Hemlock
1 car 1" No. 2 Birch	2 cars 1x4 Merchantable Hemlock Strips
1 car 6/4 No. 2 Com. Oak	1 car 1" Fas Basswood Strips
1 car 4/4 No. 2 Com. Oak	

Jackson & Tindle
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4/4, 5/4, 6/4, & 8/4 No. 3 Hardwood
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Manufacturers of Hardwood Lumber, Oak & Poplar especially
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Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

Local lumbermen are speaking encouragingly of increased use of hardwoods for purposes having to do with the war and as a whole there is a surprisingly small amount of pessimism in regard to the whole situation. It is freely and confidently predicted that next year's prices will set a new mark, the arguments supporting such contention seeming to have a sound basis.

BUFFALO

A better demand for hardwoods is being enjoyed at the local yards, but it is confined largely to a limited list of woods which are wanted by manufacturers whose activities are increasing because of the war. Here and there are concerns which are rushed with business and increasing their output of materials needed for army or navy, but there is less activity than usual in the building and furniture lines, with the probability that they will continue to operate below normal for some time. Furniture manufacturers are uneasy over the possibility that soon they will have to curtail their operations, if they do not have to shut down entirely. The building line is unable to get the material to erect large steel structures, such as usually require hardwood interiors.

The tendency to cut down building is shown to a large extent in the flooring trade. The demand for maple flooring for use in factories is said to be on a fair scale, but a falling off in the oak flooring trade has occurred and prices are said to be easier.

Shortage of cars at the southern mills is holding back shipments of oak, poplar, cypress and other woods for this market, so that it is difficult for the wholesale yards to carry complete assortments, though they are getting in lumber right along and stocks here will compare very favorably with those elsewhere. The northern hardwoods, especially birch and maple, are in fairly good demand.

PITTSBURGH

Hardwood men are getting a better price for their stock in general than wholesalers in pine and hemlock. On most lines of hardwood the tendency of prices is strongly upward. Oak in particular is paying mighty well, and there is no question but that oak stocks are uniformly scarce. Tri-state mills are not accumulating any hardwood to speak of and with the difficulty they find in getting labor and the fearful shortage of cars they are having their own trouble to get out enough special stock for the customers. Manufacturing trade is fair but not what it should be. Yard trade is very quiet and little is expected from this source until after the inventory season is completed.

BOSTON

One of the principal features of the hardwood market is the sustained advances in the value of plain oak, the increase being relatively greater in high grades than in the common. The problem of finding a wood of suitable qualifications for airplanes has developed a potential value in several domestic and foreign woods, among the latter, West Indian marabillo is represented as combining many of the required features. Trade has continued fairly steady within the many limitations now prevailing, but it is felt generally among the dealers that transportation and other unfavorable elements will grow more serious in the near future, especially for New England trade to industrial and building customers.

BALTIMORE

The hardwood situation appears to be rather mixed. Some members of the trade report that they have plenty of orders, while others state that the volume of business has narrowed considerably, and they are taking on only such stocks as are necessary to complete assortments. Both classes, however, are unanimous in the declaration that the railroad end of the business leaves much to be desired. Various important sections are embargoed to an extent that makes it almost impossible to get stocks into the territory. Those members who report business fair, however, say that in certain directions the inquiry is decidedly gratifying. Concerns turning out articles classed as luxuries are quite busy. Pianos, for instance, and graphophones are stated to be having a big sale, and the factories engaged in their production are running full time. There is also a good demand for furniture and other household articles. The reason for this activity is sought in the high wages paid by munition plants and others that have been stimulated by the war. Similarly, Canada is reported to be a larger buyer of hardwoods than before, the Dominion evidently having adjusted itself to war conditions and again developed wants that were held in abeyance for a time. Business continues to come in with sufficient freedom to keep the mills going, but the sellers never have many orders for future delivery. The range of prices appears to be well maintained on all the woods in general use. Low grades of poplar are decidedly active, large quantities of such stocks going into the manufacture of boxes, for which there is a big demand. Even the high grades have been quickened, and the returns are very satisfactory. The rest of the list is firm, dealers who happen to be in a position to make delivery having no trouble to get attractive prices.

COLUMBUS

The hardwood trade in Ohio territory continues firm in every regard. Buying on the part of the factories is the best feature, although quite a few orders from the retail trade are being booked. On the whole the movement is slightly larger than was the case several weeks back and prospects are bright.

Factories making furniture and boxes are the best customers, though some buying is being done by implement concerns. Buying on the part of the factories is largely from hand to mouth, as many of the concerns are not stocking up to any extent. Retail stocks are fair, although some orders to replenish broken stocks have been received. A large majority of retail orders are for immediate shipment.

The car shortage and railroad congestion are causing much trouble in shipping circles. Embargoes on many roads, especially in the South, have effectually held up shipments from many of the hardwood centers. Lack of motive power is given as another cause for this state of affairs. Collections are generally good, as money remains easy.

Prices are firm along the line and every change has been toward higher levels. This is especially true of poplar, where much strength is developed in the lower grades. Quartered oak is strong and a considerable volume of business is reported. Plain oak stocks are in good demand at unchanged quotations. Other hardwoods are unchanged.

CLEVELAND

All descriptions of hardwoods are much higher and with no indications of immediate replenishment; predictions are for a still stronger market in all lines. Unusually warm weather, following the coldest October on record, has stimulated building, especially the small house construction, which is taking a lot of all descriptions of the lower grades for interior finishing. From information received here by the transportation department of the Cleveland Chamber of Commerce from Washington, the belief is that a car shortage such as has had no equal so far will develop before the end of the year, and as lack of transportation is the prime factor in keeping down receipts here, no relief from the high market is looked for. Principal demand at present is for oak and maple flooring, and there is not much being offered even at the higher figures. Several firms here are urging producers to increase their shipments before the predicted car shortage develops, but advices from the coast show that few products from that district will be available, as only 70,000,000 feet of logs have gone through the mills this fall, against last year's showing of more than 300,000,000 feet.

INDIANAPOLIS

The hardwood market is described as erratic with consumption curtailed along the customary lines and considerable activity in departments affected by the filling of war orders. The demand from the furniture trade and other consuming plants is not so heavy as it was a year ago. On the other hand many new channels of trade are springing into existence.

Considerable disagreement exists among the hardwood manufacturers relative to the volume of business being done with the furniture industries. Some dealers report a fairly active demand while others say it is slow. The trade believes that the business of furniture industries is heavier than might be expected from the prevailing sales and that the furniture factories are trying to use up old stocks before becoming active buyers.

It becomes more apparent continually that war orders in central Indiana are proving an important factor in the hardwood demand. Many companies which heretofore have been only small consumers are buying heavily.

Building operations are almost a negligible quantity. Oak flooring manufacturers are reporting a dull business, and the sash and door trade is inactive. The box factory demand is unusually heavy and gives every promise of improving. Oak, elm, and hickory are in the best demand.

Car shortage conditions gradually become more acute but the mills report a fair supply of logs on hand. The weather still is favorable for logging, and timber buyers are active. A serious labor shortage threatens operation in many plants while the coal shortage also provides a serious problem.

MEMPHIS

There is considerable irregularity to the hardwood market, irregularity as to the flow of orders and irregularity as to shipments. "We get a good bunch of orders for a few days and then nothing for some time" is the way one prominent firm sizes up the situation. Inquiries are coming forward at a pretty good rate and private consumers are in the market for considerable quantities of stock. This is admitted on all sides. But there is increasing difficulty in filling such orders because cars are very hard to secure for the handling of lumber to private industries not identified, either directly or indirectly, with the winning of the war. Lumber interests here are fully alive to this fact and for this reason they are devoting increasing attention to government orders, the cars for which are furnished as needed. Some are beginning to cut only such lumber and timbers as will meet the requirements of the government, while all are paying far more heed to government needs and government specifications than at any previous time since the war began. The enlargement of the Southern

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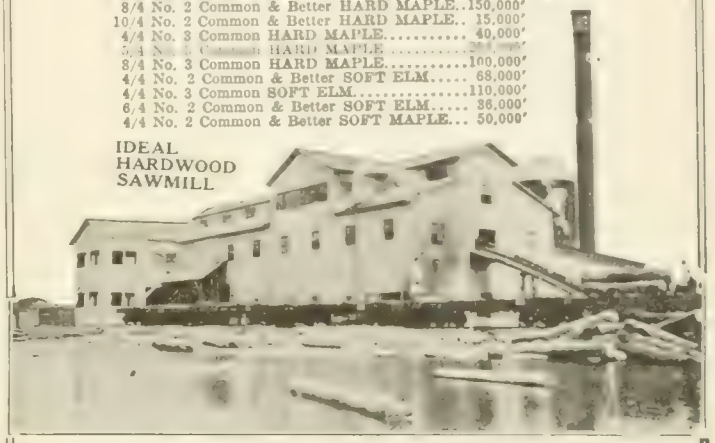
4/4 No. 2 Common BIRCH..... 120,000'
4/4 No. 3 Common BIRCH..... 12,000'
8/4 No. 2 Common & Better BIRCH..... 16,000'
8/4 No. 3 Common BIRCH..... 10,000'
4/4 No. 1 Common & Better HARD MAPLE..... 50,000'
5/4 No. 2 Common & Better HARD MAPLE..... 25,000'
8/4 No. 2 Common & Better HARD MAPLE..150,000'
10/4 No. 2 Common & Better HARD MAPLE.. 15,000'
4/4 No. 3 Common HARD MAPLE..... 40,000'
5/4 No. 3 Common HARD MAPLE..... 25,000'
8/4 No. 3 Common HARD MAPLE.....100,000'
4/4 No. 2 Common & Better SOFT ELM..... 68,000'
4/4 No. 3 Common SOFT ELM.....110,000'
6/4 No. 2 Common & Better SOFT ELM..... 36,000'
4/4 No. 2 Common & Better SOFT MAPLE... 50,000'

IDEAL HARDWOOD SAWMILL



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SOFT ELM
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We have for sale 1 car 10/4" No. 1 Common & Better Soft Maple; 3 cars 6/4" No. 1 Common & Better Beech; 1 car 4/4" Clear Sap Poplar, 5-16" wide; ½ car 4/4 Panel Poplar, 18" & up wide; 2 cars 4/4 FAS Sap Gum; 1 car 5/4 FAS Plain Red Oak; 1 car 4/4 No. 1 Common & Better Red Oak.
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Hardwood Emergency Bureau and the reorganization of this body, together with the plans it has for taking government orders and distributing them among the hardwood trade, represent a long step forward in the mobilization of the entire hardwood industry squarely behind the government, and far more definite results, in the way of orders, are expected by Memphis lumbermen.

Meantime low-grade cottonwood and gum are in an exceptionally strong position because the box manufacturers continue to do an unusual volume of business. All manufacturers of wooden containers, whether barrels or boxes, are engaged at capacity and are running on fuller time than ever before. They believe that there will be uninterruptedly good business for an indefinite period and they are making their plans accordingly. They are not able to get all the low-grade cottonwood and gum they need and they are therefore using considerable quantities of other low-grade stock. There is a rather better demand reported for the higher grades of plain and quartered oak as well as for veneers, whether walnut or gum or oak. Plain oak is in excellent call in stock thicker than 4/4. Inch oak, however, feels the influence of the slackness in the flooring trade and is moving rather slowly. Sap gum in certain dimensions is very much wanted. Ash is also moving well.

Government orders are beginning to be received here in larger numbers and it is anticipated that there will be large requirements of the government filled in the Memphis market in the near future. Intimations are becoming pretty strong that some large orders are on the eve of being distributed. Memphis lumbermen are ready to co-operate with the government in every way as indicated by the action of the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association, recorded elsewhere in this issue of the HARDWOOD RECORD. These two organizations together embrace practically all of the hardwood trade of Memphis and vicinity.

NASHVILLE

No material changes have been noted in the hardwood trade in this market. The main feature of business is the demand for government requirements, with oak, ash, hickory and walnut in much request. There is some movement of poplar and chestnut. The box business has been unusually active. Mills are having difficulty in securing labor. Those plants that are pressed with orders in which the government is interested are working overtime. The shortage of labor is having effect in curtailing the supply of logs. The transportation situation is little changed. Shipments for the government are being handled, but other orders meet with embargoes or delays. The eastern territory particularly is affected by the embargoes. There is little change in prices, manufacturers taking the view that lower prices will not increase the volume of business.

LOUISVILLE

There has been considerable improvement in orders during the past two weeks, and the majority of the hardwood concerns are busy. Government orders are heavy, and there has been a revival in the demand from furniture and other manufacturers who are afraid that new regulations may shut off their supply of material. Everyone is trying to get lumber, and the wires are being kept hot with S. O. S. calls for immediate shipment. Traffic conditions are bad, cars are scarce, embargoes are holding back shipments into eastern territory, and lumber is not moving out so freely as it should. The big demand at this time is for ash and oak, while gum and poplar are both very active. Wagon and auto stock are in excellent demand, thick ash being especially good. The labor situation is easing up in the South, but logs are scarce as cars to bring them to the mills can hardly be obtained, and even though labor is more plentiful there has not been any great increase in production at the mills, some of which were almost closed down for lack of labor for a time. In the finer hardwoods there is a fair demand for maple and mahogany, but most of the walnut at the present time is being taken by the government for airplane and gunstock use. Veneers are active, and the mills have no complaint to make other than the traffic situation. Orders are much better than had been expected, and are profitable, as the mills are not tied up on old futures, and are not accepting futures that run for any length of time. Therefore, operators are obtaining the market price for shipments, and markets are high and going higher.

MILWAUKEE

Latest reports reaching Milwaukee from the logging camps in northern Wisconsin and Michigan indicate that despite probably the most unfavorable conditions which ever have confronted lumber operators, the winter's cut is expected to be up to early-season estimates and considerably above the average for the last few years. The acute shortage of labor has been in part overcome by the upward revision of the wage scale, in response to which hundreds of men have become available for woods work. The shortage of cars and congestion of railroad traffic is growing worse and is showing its effects upon the industry, particularly with respect to inadequate log supplies at mills. The absence of snow also is hampering logging operations.

The demand for hardwoods of all kinds is excellent and it is said that mills could dispose of twice their present output if the facilities and logs were available. Prices are holding very firm and advances are looked for.

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EMPLOYMENT WANTED

MANAGER WITH BEST

of references from present and past employers desires to make a change. Eleven years' experience in lumbering, estimating, milling, mapping, river work, purchasing and office duties. Technical education as engineer and forester. Address "BOX 116," care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED—SALES MANAGER

for hardwood manufacturing and wholesale office. State age, experience on road and in office, and salary expected. Address, "BOX 112," care HARDWOOD RECORD.

WANTED—A FIRST-CLASS

Veneer cutter to run a capital rotary, one who thoroughly understands cutting both plain and figured woods. Also, a thoroughly experienced man to run a clipper. Apply

C. L. WILLEY COMPANY, Chicago.

WANTED—HEAD SAWYER

To operate band mill, steam feed and log turner. Give references. SANDERS & EGBERT CO., South Bend, Ind.

LOGS WANTED

100 CARS WHITE ASH LOGS

12" and up in diameter 8' and up long. Inspection at shipping point. Terms spot cash. THE LA FONTAINE HANDLE CO., Decatur, Ind.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,
Forest Engineer,
East Tennessee Bank Bldg.,
Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR

NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer,
158 Fifth Avenue, New York, N. Y.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE—320 ACRES

Virgin stumpage near Dobbs postoffice, Fayette County, Ala. Address, F. D. CLAGGETT, 102 Ingalls Bldg., Cincinnati, O.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED

5 cars 1¼x2¼ 4'6" & 5' Clear Oak
2 cars 2x2-30" Clear Gum
2 cars 2x2-30" Clear Oak
5 cars 2x2-19" Clear Oak
10 cars 4/4 Sound Wormy Chestnut
10 cars 10/4 No. 1 Com. & Btr. Hickory
5 cars 10/4 No. 1 Com. & Btr. Dry Oak
5 cars 12/4 No. 1 Com. & Btr. Oak
2 cars 16/4 FAS Oak green
5 cars 2¾x4½-12' Clear Oak Poles
5 cars 3x4¾-12' Clear Oak Poles
THE PROBST LBR. CO., Cincinnati, O.

HICKORY WANTED

We want 50 cars 2, 2½ & 3" Green Hickory, all grades, for shipment during next 90 days. Mill inspection. Cash payment. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

WANTED—WALNUT STUMPS

Large sound figured. Inspection shipping point. GEO. W. HARTZELL, Piqua, Ohio.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED—WHITE ASH

2" and thicker No. 1 common and better. Send us list of your stocks. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

CROSS TIES AND OAK CAR STOCK

Wanted. We are in the market for all kinds railroad cross ties, oak car stock, dimension stock and long oak, both red and white. Inspection and payment as loaded. What have you to offer? Write W. B. CRANE COMPANY, 913 W. 22nd St., Chicago, Ill., or Jonesboro, Ark., or P. O. Box 67, Ashland, Ky.

WANTED FOR CASH

4 cars 3" White Oak FAS & No. 1 C.
8 cars 2½" Red Oak FAS & No. 1 C.
3 cars 2½" Red Oak 8' & 16' FAS & No. 1 C.
All of the above for green shipment.
3 cars 2" dry R. & W. Oak FAS & No. 1 C.
JOHN I. SHAFER HARDWOOD CO.,

ALWAYS IN THE MARKET FOR

4/4 to 12/4 log run White Pine
4/4, 5/4, 6/4 No. 3 Com. Poplar, Basswood, Buckeye, Chestnut, Gum, Spruce and White Pine, rough, dressed and resawn. Send us your offers. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10' to 14' long, inclusive. Could use a few cars all 10'. Write fully describing stock for lengths and average widths. Pay Cash.

E. L. EDWARDS LUMBER CO., Dayton, O.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 37 years experience.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

James D. Lacey Timber Co.

332 South Michigan Avenue, Chicago

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G. & C. MERRIAM CO., Springfield, Mass.

WANTED TO BUY

2½x3½—7' & 8' Clr. Red & White Oak.
3¼x3½—8' & 8'6" Clr. White Oak.
2¾x4½—12' Clr. Tough Oak.
1¼x2¼—4'6" & 5' Clr. Oak.

Each item is a separate shipment; write us for orders.

THE PROBST LUMBER COMPANY,
Cincinnati, Ohio.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1¼", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

LUMBER FOR SALE

We offer for sale the following

QUARTERED RED OAK

75,000 ft. 5/4 1sts & 2nds
25,000 ft. 6/4 No. 1 & Better
50,000 ft. 8/4 No. 1 & Better

National inspection. Excellent stock, dry and all in fine condition.

Make us an offer or send us your inquiry. Address "BOX 115," care HARDWOOD RECORD.

FOR SALE

Cypress and Tupelo Timbers, Poles and Piling. Oak crossing plank, timbers and car stock. Write for prices. THE PROBST LUMBER CO., Cincinnati, O.

FOR SALE—ABOUT 100M FEET

4/4 No. 1 common & btr. stained Birch. Price at a very liberal reduction from regular birch.

GRAND RAPIDS LUMBER CO.,
Grand Rapids, Mich.

MACHINERY FOR SALE

FOR SALE AT A BARGAIN

Complete Veneer Mill containing the following: 2 veneer saws and No. 1 dry kiln, large power plant, 100 H. P. Sinker-Davis new engine, 150 H. P. boiler, excellent water heater. The plant being all supplied with belts and ready for operation. 100 miles from Louisville. Will sell as a whole or will sell machinery and power plant. Address "BOX 118," care HARDWOOD RECORD.

FOR SALE—6' BAND MILL

Complete, including power plant and filing room machinery, Fay & Egan mill and Smith-Myers-Schnier carriage.

Address BOX 238, Lebanon, Ky.

FOR SALE

Hardwood flooring plant equipped for making thin strip and block flooring and general millwork, includes power plant, dry kiln and warehouse. Has always enjoyed a liberal trade and is a good location for retail business; to the right man a splendid location or will sell the equipment to be moved. Address BOX 238, Lebanon, Ky.

TIMBER FOR SALE

FOR SALE—LARGE TRACT

Virgin Oak, Ash, Hickory timber north Alabama. Cheap. Agents, don't answer. For particulars address B. B. MILLER, Elizabethtown, Ky.

FOR SALE IN WHITLEY CO., KY.

1,500 acres of timber; cut 5,000 ft.; $10 per acre. 20 per cent oak and poplar, balance hemlock, pine, etc. $6 haul to railroad. J. C. WILLIAMS, Box 525, Etowah, Tenn.

FOR SALE

500 acres Heavy Timber. W. O. DILL, Morgantown, W. Va.

MACHINERY WANTED

WANTED—TO BUY

Second-hand veneer saw in first-class condition, iron staylog preferred.

THE BUCKEYE VENEER CO., Dayton, O.

BUSINESS OPPORTUNITIES

WANTED TO CONTRACT

for blocks of White Pine Mill Culls mostly 4/4, also log run White Pine 4/4 to 12/4—rough or dressed. Send list of amounts and when can furnish. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

FOR SALE—PLANING MILL

in eastern Kansas, fully equipped with modern machinery, natural gas and electric power, freight elevator, steam heating and dynamo for lighting. Finest location, on switch. Railroad center. Good trade. Brick and cement building 52x130 ft., two floors, besides dry kiln, glue room and lumber sheds. Full information given. Address "BOX 117," care HARDWOOD RECORD.

WANTED TO CONTRACT

with someone to cut and log for us 50 million feet of hardwoods in the hills. Do not reply unless you have an up-to-date skidder and necessary equipment. Address "BOX 119," care HARDWOOD RECORD.

MISCELLANEOUS

FOR SALE—PEAVY HANDLES

Closing out 20 doz. at $1.50 a doz. Worth $6 wholesale. Try a dozen. ULSTER LUMBER CO., Livingston Manor, N. Y.

HARDWOODS FOR SALE

LUMBER

ASH

FAS, NO. 1 C. & LOG RUN 4/4". ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 16/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS ⅝"; **COM. & BTR.**, black, 4/4. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS 8/4", 6-9", reg. lgth., 4 mos. dry; **FAS** 10/4, 10-11", reg. lgth., 4 mos. dry; **FAS** 10/4", 12" & up, reg. lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR. 4/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR. 5/4". STACK LUMBER CO., Masonville, Mich.

NO. 1 C. 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth., 2-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 & 3 C. 5/4". J. W. WHEELER & CO., Memphis, Tenn.

FAS brown 4/4", 6" & up, 8' & up, 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BASSWOOD

FAS 6/4", **NO. 2 C.** 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 6/4-12/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. 4/4 & 5/4"; **NO. 2 C.** 5/4"; **NO. 3 C.** 6/4" MASON-DONALDSON LBR. CO., Rhinelander, Wis.

BEECH

NO. 2 C. & BTR. & NO. 3 C. & BTR. 5/4". STACK LUMBER CO., Masonville, Mich.

LOG RUN 5/8, 5/4 & 6/4", ran. wdth. & lgth., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR. 6/4 & 8/4", reg. wdth. & lgth., 2-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

FAS STEPS 5/4 & 6/4", 11" & wider; **FAS** 4/4", 8" wide; **FAS** 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4". THEO. FATHAUER CO., Chicago, Ill.

LOG RUN 4/4"; **FAS** 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 3/4 & 4/4". STACK LUMBER CO., Masonville, Mich.

NO. 1 C. 5/4, 6/4 & 8/4"; **NO. 1 C. & BTR.** 12/4"; **NO. 2 C.** 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", 6" & up, std. lgth., 24 mos. dry; **STRIPS** 4/4", 3" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/8"; **COM. & BTR.** 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN 4/4", ran. wdth. & lgth., 1 yr. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

FAS & NO. 1 C. 4/4 & 6/4". ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4-8/4", reg. wdth. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

BOX BDS. 4/4", 9-12", 60% 14 & 16', 6 mos. dry; **FAS** 4/4", 6-13" & up, 50% 14 & 16', 6 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 & 2 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4". J. W. WHEELER & CO., Memphis, Tenn.

CYPRESS

NO. 1 SHOP 4/4", choice wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 1 SHOP 4/4", reg. wdth. & lgth., 6 mos. dry; **NO. 1 SHOP** 6/4 & 8/4", reg. wdth. & lgth., 4 mos. dry; **NO. 1 SHOP** 10/4", reg. wdth. & lgth., 5 mos. dry; **FAS** 5/4", reg. wdth. & lgth., 8 mos. dry; **FAS** 8/4 & 10/4", reg. wdth. & lgth., 4 mos. dry; **NO. 1 C.** 4/4", reg. wdth. & lgth., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

SHOP & BTR. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR. 4/4-16/4", reg. wdth. & lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 5/4, 6/4, 8/4 & 10/4". ALL-GRADE LUMBER CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS & NO. 1 C. 10/4 & 12/4", 14 & 16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 8/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

HARDWOODS FOR SALE

LOG RUN 8/4". C. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 8/4"; NO. 2 C. & BTR. 6/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4", reg. wdth. & lgth., 18 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4-12/4", largely 8/4 & 12/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4". STACK LUMBER CO., Masonville, Mich.

LOG RUN 12/4", ran. wdth. & lgth., 4 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 12/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

LOG RUN 12/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4, 8/4 & 12/4", reg. wdth. & lgth., 2-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 12/4". J. W. WHEELER & CO., Memphis, Tenn.

GUM—SAP

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4 & 8/4"; PANEL 4/4", 18" & up. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C. 4/4"; FAS QTD. 12/4"; NO. 1 C. QTD. 4/4, 6/4 & 8/4", reg. wdth. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. 5/4 & 6/4"; COM. & BTR. QTD. 6/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 6 mos. dry; FAS & NO. 1 C. 5/4", reg. wdth. & lgth., 5 mos. dry; NO. 2 C. 4/4", reg. wdth. & lgth., 7 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 13" & up, 50% 14-16', 6 mos. dry; BOX BDS. 4/4", 9-17", 60% 14-16', 4 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 C. & BTR. 5/8 & 5/4". J. W. WHEELER & CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

COM. & BTR. 4/4, 6/4 & 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 5/4"; NO. 2 C. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 3/8, 4/4 & 5/4". RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR. 4/4-12/4"; NO. 1 C. & BTR., sap no def., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 4/4, 5/4, 6/4, 8/4 & 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR. 4/4", reg. wdth. & lgth., 6 mos. dry; COM. & BTR. 6/4", reg. wdth. & lgth., 7 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 4/4/, ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/4 & 4/4", reg. wdth. & lgth., 6 mos. dry; FAS 8/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. 3/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. 8/4", reg. wdth. & lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

COM. & BTR. 8/4", reg. wdth. & lgth. PENROD JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 COM. 4/4"; FAS FIG. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—MISCELLANEOUS

NO. 2 C. & BTR. TUP. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 4/4", ran. wdth. & lgth., 10 mos. dry. J. V. STIMSON, Huntingburg, Ind.

PANEL 4/4", 18" & wider. J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4", reg. wdth. & lgth., 12 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR. 8/4, 40% 14-16', 2 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

LOG RUN PECAN 6/4", green. J. W. WHEELER & CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C. & BTR., sap, 4/4", good wdth. & lgth., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. 6/4 & 12/4", choice W. Va. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, NO. 1 C. & BTR. & NO. 2 & 3 C. 4/4"; NO. 3 C. 1 5/8 & 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 8/4", good wdth. & lgth. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 & 2 C. 5/4"; NO. 2 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR. 4/4". STACK LUMBER CO., Masonville, Mich.

LOG RUN 6/4", ran. wdth. & lgth., 8 mos. dry; LOG RUN 8/4", ran. wdth. & lgth., 7 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 16/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS 4/4-16/4", reg. wdth. & lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

FAS & NO. 1 C. 6/4 & 8/4", choice W. Va. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 1 C. & BTR. 8/4"; NO. 2 C. & BTR. 6/4". MASON DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN 8/4-16/4", largely 12/4 & 16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4". STACK LUMBER CO., Masonville, Mich.

LOG RUN 12/4", ran. wdth. & lgth., 5 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR. 10/4", reg. wdth. & lgth., 2-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. & BTR. 12/4". J. W. WHEELER & CO., Memphis, Tenn.

OAK—PLAIN RED

NO. 1 C. & BTR. 3/4-6/4", good wdth. & lgth., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 5/4"; NO. 1 & 2 C. 4/4, 5/4, 6/4 & 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 4/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 4/4", reg. wdth. & lgth., 14 mos. dry; FAS 5/4", reg. wdth. & lgth., 8 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 5/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 5/4", 12" & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4"; LOG RUN & NO. 2 & 3 C. 5/4", So. stock. G. W. JONES LBR. CO., Appleton, Wis.

FAS 5/4", reg. wdth. & lgth., dry; NO. 1 C. 4/4 & 5/4", reg. wdth. & lgth., dry; NO. 2 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". J. W. WHEELER & CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4-16/4", std. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

NO. 1 C. & BTR. 4/4", good wdth. & lgth., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4"; NO. 1 & 2 C. 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & SEL. 4/4", reg. wdth. & lgth., 8 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 4/4", good wdths. and lgths., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C. 4/4 & 5/4", reg. wdth. & lgth., dry; NO. 2 C. 4/4", reg. wdth. & lgth.; FAS 5/4", reg. wdth & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 5/4", ran. wdth. & lgth., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & STRIPS, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/8 & 3/4", 6" & up, reg. lgth., 10 mos. dry; FAS 4/4", 6" & up, reg. lgth., 6 mos. dry; FAS 5/4", 6" & up, reg. lgth., 5 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

SEL. 4/4", reg. wdth. & lgth., 14 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 1/2 & 3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C, 4/4" to 5/4", reg. wdths. and lgth., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS 3/4", 6" & up, reg. lgth., 10 mos. dry; FAS 5/4", 6" & up, reg. lgth., 8 mos. dry; NO. 1 C. 1/4", 3" & up, reg. lgth., 14 mos. dry; NO. 1 C. 6/4", 3" & up, reg. lgth., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C. and CLEAR & COM. STRIPS 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 5/4", 9" & up, ran. lgth., 14 mos. dry; CLEAR STRIPS 4/4", 2½-3½", ran. lgth., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS & NO. 1 C. 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark

LOG RUN, NO. 3 C. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 2 C., 8/4", reg. wdth. and lgth., 3 yrs. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 3 C. 4/4", reg. wdth. & lgth., 2-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

POPLAR

NO. 1 C. & BTR. 4/4", good wdth. & lgth., 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & SEL. & NO. 2 B. & 3 C. 4/4", good wdth. & lgth., good per cent stain no def. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

SAP & SEL. 4/4 & 8/4", 14-16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", 7" & up, 50% 14 & 16', 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 6" & up, reg. lgth., 10 mos. dry; SAP & SEL. 4/4", 5" & up, reg. lgth.; BOX BDS. 4/4", 13-17', reg. lgth., 8 mos. dry; NO. 2 C. 4/4", 3" & up, reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 2 C. 4/4", reg. wdth. & lgth., 10 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

CLEAR SAP 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

PINE YELLOW

NO. 1 C. & BTR. 8/4", 4 to 12", 10 to 16', 6 mos. dry, largely 14 & 16' and extra well manufactured. J. M. LOGAN LBR. CO., Knoxville, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4 & 5/4; NO. 2 C., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C. 4/4". ran. wdth. & lgth., 20 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FLOORING—MAPLE

PRIME 13/16 x 4, 1 1/16 x 4, 2-16'; CLEAR 13/16x1½, 1 1/16x2¼; NO. 1 13/16x1½; FCTY. 1 1/16x2¼". KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 5/8x1½ & 5/8x2¼"; CLEAR 5/8x2 & 5/8x 2¼". T. WILCE CO., Chicago, Ill.

OAK

SEL. RED 5/8x1½", 5/8x2", & 5/8x2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We have the following for sale

1 car 5/4 FAS Unsel. Birch
35,000 ft. 6/4 No. 1 Com. & Btr. Unsel. Birch

Prices on request

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.
WISCONSIN AND MICHIGAN HARDWOODS

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

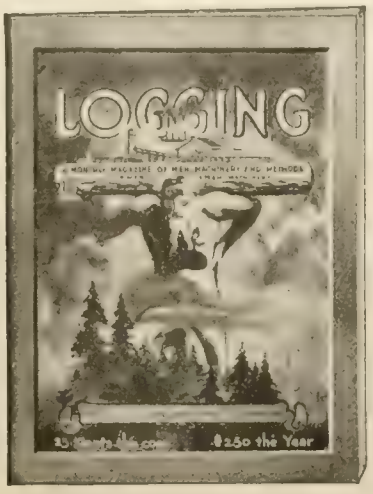
East Jordan Lumber Co.
Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

Three Great Logging Conventions

The Pacific Logging Congress met this year at Seattle, Wash., on October 18th, 19th and 20th.

The Appalachian Logging Congress met at Knoxville, Tenn., on November 21, 22 and 23.

The Southern Logging Association met at New Orleans, La., on October 24th, 25th and 26th.



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ATCO EXCEPTIONAL SERVICE

DID it ever strike you that you could save money if you could supply all your southern hardwood needs from one company?

Of course we can't supply the entire hardwood market, but with

Our own timber,

Our own log transportation equipment,

Five big band mills,

Half a dozen veneer machines,

A big panel factory,

And carfully trained labor that we have been able to KEEP,

we *are* able to concentrate *your* shipments from one point.

If *you* are satisfied that parceling your orders out broadcast has resulted in money loss, in upsetting of your plans, in uncertainty and in higher prices, consider the statement that

A company handling your *whole* list can operate more economically and smoothly — with minimum prices and maximum service to you — if the size of its orders is in proportion to its ability to handle them.

This economic truism holds in your business— why not in ours? Try it out on your present needs.

ANDERSON TULLY COMPANY
MEMPHIS

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STIMSON'S MILLS

If it is to be had, we have it.

Hardwood Lumber

Both Indiana and Southern Stock.

ASH—ELM—MAPLE

Best Quality

Delta Red Gum and Cottonwood

HICKORY—WALNUT

Plain & Quartered Oak

J. V. STIMSON, Huntingburg, Indiana

STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

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Dry, Ready for Prompt Shipment

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4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
2 Cars 1¼" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1¼" No. 1 Common
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
2 Cars 1½" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
5 Cars 2" Log Run Elm
1 Car 2½ Log Run Elm
3 Cars 3" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

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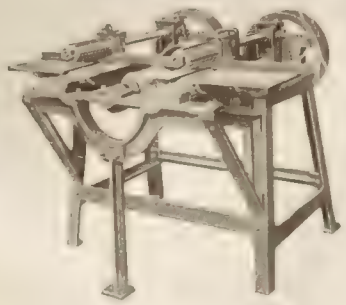
Another one of our Broom Handle Specialties—Standard four-saw Splitter, for ripping bolts of any width into broom handle squares. Will rip forty thousand squares per day, and is substantially built throughout.

We manufacture a complete line of Broom Handle Machinery, and are in position to furnish your requirements, even to the design of your plant.

Write us for information about our Lathes, Tumblers, Bolters, Chucking and Boring Machines and in fact anything you require in this line.

Standard Handle Broom Bolter



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Cadillac, Michigan

Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery

CHICAGO **96 Liberty Street, NEW YORK** SEATTLE

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Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, DECEMBER 10, 1917

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Cut the slice thinner. One pound makes 48 one-third ounce pieces.

SUGAR

Use less per day. Do without candy.

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Have one wheatless meal per day.

MEAT

Have two fish days and one meatless day per week.

**Economy means wise expenditure of time, money, or energy. Waste is failure to use food materials to the best advantage.*

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ESTABLISHED 1798

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Rotary Gum Core Stock
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Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

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INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

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INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

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} MILLS {
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MAIN OFFICE: PITTSBURGH, PA.

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GLADSTONE, MICHIGAN

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strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

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The Foremost Hardwood Market of the East

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

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OAK, ASH AND CHESTNUT

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Yeager Lumber Company

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EVERYTHING IN HARDWOODS

932 Elk Street

BUFFALO HARDWOOD LUMBER CO.

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1¼" to 3" No. 1 Com. & Better Dry Birch

Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years

We want White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.

Hardwoods

Ash *and* Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company

HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

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Taylor & Crate

HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods of All Kinds

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HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

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Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

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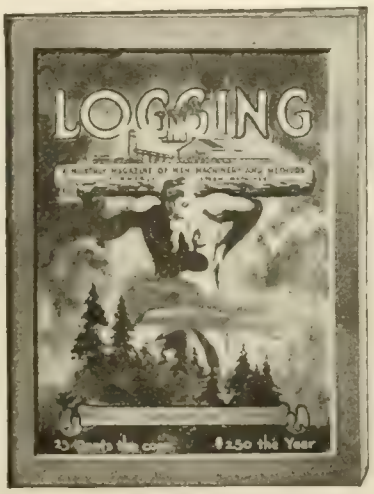
The Pacific Logging Congress met this year at Seattle, Wash., on October 18th, 19th and 20th.

The Appalachian Logging Congress met at Knoxville, Tenn., on November 21, 22 and 23.

The Southern Logging Association met at New Orleans, La., on October 24th, 25th and 26th.



FULL REPORTS OF ALL THREE WILL APPEAR IN LOGGING FOR NOVEMBER & DECEMBER, 1917

Send for sample copies of these two numbers—they will cost you nothing and the **ideas** they will contain may be worth thousands to you in addition to helping you to meet Wartime emergencies in the one best way.

CLYDE IRON WORKS

MANUFACTURERS OF LOGGING MACHINES

DULUTH, MINNESOTA

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 16)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

A & B (*See page 40)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 40)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 15)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 72)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
KENTUCKY LUMBER COMPANY
500,000 ft. 4/4 Selects Plain Red & White Oak
100,000 ft 4/4 No. 1 C. Plain Red & White Oak
15,000 4/4 1s & 2s Qtd. White Oak
Manufacturer Lexington, **KENTUCKY**

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 14)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See pages 10-44)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices. Conway Building,
Manufacturer Chicago,

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

A, B & C (*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak. Good Grades

(*See page 42)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 15)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 1)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A B C
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak

Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust, the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

B, C—
We have a fine stock of 4/4 No 1 Com. Plain White Oak, 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 16)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,

BAKER-MATTHEWS LBR CO.
Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6 4x20" Qtd Red Oak Seat Stock
1 car 6 4x18" Qtd White Oak Seat Stock
1 car 4 4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any

(*See page 12)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.

Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No 1 Com. Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.

Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C—

Alton Lumber Company

Manufacturers and Wholesale Dealers in Hardwoods.
Manufacturer, Buckhannon, W. VA.

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 1)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)

Band sawn lumber, thick stock and timbers. The texture of our mountain oak is famous. Try it.

VESTAL LBR. & MFG. CO.,
Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 12)
QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

(*See page 43)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY,
BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 52)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO.
Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.

WARN LUMBER CORPORATION
Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

A, B & C—

W. M. Ritter Lumber Company

Manufacturer Hardwoods
Columbus, Ohio

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring

WEST VIRGINIA TIMBER CO.,
Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment

BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sliding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak. Plain Red and White Oak

C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See pages 11-60)

Kentucky Soft Texture White Oak. Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x10 ft.

AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Wide Search for Furniture Woods

THE manufacturers of furniture have surpassed most manufacturers in the thoroughness of their search for woods suited to other business. So great is the difference in furniture, between the very cheap and the very expensive, that every timbered region of the world has been searched for something new or something better. The progressive furniture maker is never satisfied with what he has so long as he has reason to believe that something better is possible, and that accounts for the wide search for new woods or for the old kinds of woods in finer quality than those in use. Samples from widely separated regions are brought together for comparison, and from the many thus assembled, the few choice selections are made. Foreign and domestic woods are compared side by side in this sifting process.

In a contest of that kind the southern hardwoods always occupy a prominent place and receive great consideration.

Their substantial character, beauty of color and grain, their economical sizes, good seasoning qualities, and their abundance and convenience, give them advantages not possessed by furniture woods of many other regions.

The furniture maker is naturally and properly influenced to a large extent by supply. He does not think it worth while to build up a trade in furniture made of certain kinds and grades of wood, if the supply is so limited that he cannot depend upon securing similar woods to fill future orders.

This is a strong point in favor of Memphis as a furniture wood center; it has the supply. An order once filled, can be filled again and again.

To Be Continued

WHITE ASH
Special Price
30,000' 1s & 2s, 1" x6" to 8"
20,000' 1s & 2s 6/4"x6" to 8"
20,000' 1s & 2s 6/4" to 8"
20,000' 1s & 2s, 8/4"x6" to 8"
75,000' 1s & 2s, 5/4"x6"& up
20,000' 1s & 2s, 6/4" x 6" & up
20,000' 1s & 2s, 8/4" x 6" & up
30,000' 1s & 2s, 10/4" x 6" & up
20,000' 1s & 2s, 12/4" x 6" & up
25,000' 1s & 2s, 8 to 12', 16/4" x 6" & up
20,000' 4/4", No. 1 Com., regular widths and lengths
15,000' 6/4", No. 1 Com., regular widths and lengths
Special Price
15,000' 2" x 3" & up, shorts 4 to 7'
15,000' 10/4" x 3" & up, shorts 4 to 7'
15,000' 12/4" x 3" & up, shorts 4 to 7'
10,000' 10/4" No. 2 Com.
10,000' 12/4" No. 2 Com.
15,000' 8/4" No. 2 Com.
5,000' 16/4" No. 2 Com.

SOFT ELM
15,000' 4/4" Log Run
25,000' 8/4" Log Run
15,000' 10/4" Log Run
75,000' 12/4" Log Run

SOFT MAPLE
15,000' 8/4" Log Run
10,000' 10/4" Log Run
30,000' 12/4" Log Run
30,000' 16/4" Log Run

Riel-Kadel Lumber Co.

We have for sale:

QUARTERED WHITE OAK
13,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S

Memphis Band Mill Co.

Regular Widths and Lengths

COTTONWOOD
110,000 ft. FAS, 4/4", 13" to 17"
40,000 ft. FAS, 5/4", 6" & up
100,000 ft. Panel & No. 1, 4/4", 18" and up

ELM
60,000 ft. Com. & Btr., 16/4"

QUARTERED RED GUM
150,000 ft. Com. & Btr., 4/4"
100,000 ft. No. 1 Com., 8/4"

PLAIN RED GUM
180,000 ft. No. 1 Com., 4/4" & 5/4"

QUARTERED SAP GUM
75,000 ft. Com. & Btr., 8/4"

PLAIN SAP GUM
130,000 ft. FAS, 5/8"
300,000 ft. FAS, 4/4", 13" & up
25,000 ft. FAS, 5/4", 14" & up
115,000 ft. Pan. & No. 1, 4/4", 18-21"

MAPLE
100,000 ft. L. R., 5/4"
100,000 ft. L. R., 6/4" & 8/4"
70,000 ft. L. R., 12/4"

QUARTERED WHITE OAK
55,000 ft. C. & B., 4/4", 2½ to 5½"
75,000 ft. FAS, 5/4" & 6/4", 60% long
100,000 ft. No. 1 C., 4/4", 90% long

PLAIN WHITE OAK
100,000 ft. No. 1 C. & B., 8/4", 50 to 60% long
200,000 ft. 1 & 2 C., 4/4", 50% long

PLAIN RED OAK
125,000 ft. No. 1 C., 3/4", 50% long
125,000 ft. No. 1 C., 4/4", 60% long
350,000 ft. 1 & 2 C., 4/4", 60% long

S. W. OAK
75,000 ft. No. 1 C. & B., 4/4"

PLAIN OAK
275,000 ft. No. 3 C., 4/4"

SYCAMORE
180,000 ft. C. & B., 5/4"

WILLOW
20,000 ft. C. & B., 12/4"

ANDERSON-TULLY CO.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

QUARTERED WHITE OAK
55,000 ft. 1s & 2s 3/8".
145,000 ft. 1s & 2s 4/4".
18,000 ft. Clear Strips 4/4", 5/5½".
34,000 ft. Com. Strips 4/4", 1½/4".
13,000 ft. 1s & 2s 5/4", 10" & up.

PLAIN WHITE OAK
24,000 ft. 1s & 2s 4/4".
78,000 ft. No. 1 C. 4/4".
130,000 ft. No. 2 C. 4/4".
52,000 ft. 1s & 2s 5/4".
120,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
165,000 ft. No. 1 C. 8/4".

PLAIN RED OAK
78,000 ft. No. 1 C. 3/4".
35,000 ft. No. 2 C. 3/4".
175,000 ft. 1s & 2s 4/4".
750,000 ft. No. 1 C. 4/4".
400,000 ft. No. 2 C. 4/4".
103,000 ft. 1s & 2s 5/4".
178,000 ft. 1s & 2s 6/4".
163,000 ft. No. 1 C. 6/4".
38,000 ft. No. 2 C. 6/4".
22,000 ft. 1s & 2s 8/4".

ASH
16,000 ft. 1s & 2s 4/4".
48,000 ft. No. 1 C. 4/4".
33,000 ft. No. 2 C. 4/4".
94,000 ft. No. 1 C. 5/4".
22,000 ft. 1s & 2s 6/4"
22,000 ft. No. 1 C. 6/4".
17,000 ft. No. 1 C. 8/4".
60,000 ft. 1s & 2s 12/4", 12" & wdr.

James E. Stark & Co., Inc.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

We have for sale in regular widths and lengths, dry, the following:

QUARTERED WHITE OAK
15,000' Cl. Strips, 4/4", 2½-5½", 12 mos., bright sap no defect
10,500' 1s & 2s, 5/4", 12 mos.
7,200' 1s & 2s 6/4", 8 mos.

QUARTERED RED OAK
17,000' No. 1 Com., 4/4", 14 mos.
6,200' 1s & 2s, 5/4", 12 mos.
2,800' No. 1 Com., 6/4", 12 mos.
5,700' 1s & 2s, 6/4", 8 mos.
2,500' No. 1 Com., 6/4", 8 mos.

PLAIN WHITE OAK
29,900' No. 1 Com., 4/4", 4 mos.
10,900' 1s & 2s, 5/4", 8 mos.
34,400' No. 1 Com., 5/4", 6 mos.
9,100' No. 1 Com., 6/4", 6 mos.
13,500' 1s & 2s, 8/4", 12 mos.
19,800' No. 1 Com., 8/4", 4-12 mos.

RED AND WHITE OAK
19,000' Sound Wormy, 4/4", 5/4", 6/4", 8 mos.

PLAIN RED OAK
43,000' 1s & 2s, 5/4", 8 mos.
70,900' No. 1 Com., 5/4", 8 mos.
11,200' No. 1 Com., 6/4", 6 mos.
17,300' 1s & 2s, 8/4", 6-12 mos.
19,500' No. 1 Com., 8/4", 6-12 mos.
11,000' No. 2 Com., 8/4", 6 mos.

ELM
29,000' No. 2 C. & Btr., 8/4", 3 mos.
29,600' No. 2 C. & Btr., 3", 3 mos.
5,200' No. 2 C. & Btr., 4", 3 mos.

MAPLE
3,700' No. 2 C. & Btr., 2", 3 mos.
6,700' No. 2 C. & Btr., 3", 3 mos.

F.T. DOOLEY LUMBER CO.

Regular Widths and Lengths

PLAIN WHITE OAK
2 cars 4/4", FAS, 10 mos. dry.

QUARTERED WHITE OAK
1 car 4/4", FAS, 8 mos. dry.
4 cars 4/4", Select, 14 mos. dry.

PLAIN RED OAK
2 cars 4/4", FAS, 15 mos. dry.
4 cars 5/4", FAS, 9 mos. dry.

QUARTERED RED OAK
1 car 4/4", No. 1 C. & Btr., 10 mos. dry.

QUARTERED RED GUM
1 car 4/4", No. 1 C. & Btr., 6 mos. dry.
2 cars, 6/4", No. 1 C. & Btr., 8 mos. dry.

PLAIN RED GUM
2 cars, 6/4", No. 1 C. & Btr., 8 mos. dry.

ELM
1 car 4/4", L. R., 4 mos. dry.
1 car 12/4", L. R., 4 mos. dry.

HICKORY
5 cars 4/4" L. R., 13 mos. dry.

QUARTERED WHITE & RED OAK
7 cars Sound Wormy 4/4", No. 1 C. & Btr., 25 mos. dry.

Ferguson & Palmer Co.

QUARTERED WHITE OAK
[illegible] 1s & 2s, 4/4"
[illegible] Select, 4/4"
[illegible] No. 1 Com., 3/8"
[illegible] No. 1 Com., 4/4"
[illegible] Strips, 4/4"
QUARTERED RED OAK
12,000' 1s & 2s, 4/4"
[illegible] No. 2 Com., 1/4"
PLAIN WHITE OAK
13,000' 1s & 2s, 4/4"
43,000' No. 1 Com., 4/4"
20,000' No. 2 Com., 4/4"
PLAIN RED OAK
40,000' 1s & 2s, 4/4"
20,000' 1s & 2s, 5/4"
60,000' No. 1 Com., 4/4"
ELM
41,000' Log Run, 4/4"
34,000' Log Run, 8/4"
93,000' Log Run, 12/4"
25,000' Log Run, 16/4"
COTTONWOOD
150,000' Nos. 1 & 2 Com., 4/4"
20,000' Box Bds., 4/4"
CYPRESS
[illegible] Sel & Btr., 4/4"
[illegible] Shop & Btr., 4/4"
95,000' Prdcy., 4/4"
QUARTERED RED GUM
[illegible] 1s & 2s, 4/4"
40,000' No. 1 Com., 4/4"
PLAIN RED GUM
[illegible] 1s & 2s, 4/4"
37,000' No. 1 Com., 4/4"
12,000' No. 1 Com., 5/4"
SAP GUM
19,000' 1s & 2s, 5/4"
100,000' No. 1 Com., 4/4"
34,000' No. 1 Com., 5/4"
[illegible] Box Bds., 4/4
58,000' Panels, 4/4"
PLAIN BLACK GUM
[illegible] Log Run, 4/4"

Stimson Veneer & Lbr. Co.

The Following Items Are Ready for Prompt Shipment

QUARTERED WHITE OAK
[illegible] 4/4" No. 1 Com.
1 Car 5/4" 1s & 2s
PLAIN WHITE OAK
5 Cars 4/4" No. 1 Com.
1 Car 5/4" No. 1 Com.
PLAIN RED OAK
1 Car 4/4" 1s &
3 Cars 5/4" 1s &
6 Cars 4/4" No. 1 Com.
4 Cars 5/4" No. 1 Com.
QUARTERED RED OAK
2 Cars 4/4" 1s &
2 Cars 4/4" No. 1 Com.
QUARTERED RED GUM
3 Cars 4/4" 1s & 2
2 Cars 5/4" 1s &
3 Cars 6/4" 1s &
5 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
1 Car 6/4" No. 1 Com.
SAP GUM
[illegible] Cars 4/4" 1s &
[illegible] Cars 5/4" 1s &
4 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
GUM BOX BOARDS
2 Cars 4/4" 13 to 17
2 Cars 4/4", 9 to 12
COTTONWOOD
2 Cars 4/4" No. 1 Com.
3 Cars 4/4" No. 2 Com.
ELM
3 Cars 12/4" Log Run
2 Cars 10/4" Log Run
2 Cars 4/4" Log Run
MAPLE
1 Car 16/4" Log Run
1 Car 10/4" Com. & Btr.
1 Car 6/4" Com. & Btr.
1 Car 4/4" No. 3 & Btr.
1 Car 10/4" Nos. 1 & 2 Com.

J. V. Stimson Hardwood Co.

QUARTERED WHITE OAK
10,500' 1s & 2s, 1/2", 10" up wide
28,000' 1s & 2s, 3/4", 10" up wide
[illegible] 1s & 2s, 1/4", regular width
200,000' 1s & 2s, 3/4", regular width
10,000' 1s & 2s, 4/4", 6"-7½" wide
100,000' No. 1 C., 1/4", reg. width
250,000' No. 1 C., 3/8", reg. width
[illegible] No. 1 C., 1/2", reg. width
325,000' No. 1 C., 5/8", reg. width
200,000' No. 1 C., 3/4", reg. width
[illegible] No. 1 C., 4/4", reg. width
150,000' No. 2 C., 3/4", reg. width
QUARTERED SAP GUM
80,000' 1s & 2s, 6/4"
76,000' 1s & 2s, 8/4"
30,000' 1s & 2s, 10/4"
28,000' 1s & 2s, 12/4"
56,000' No. 1 C., 4/4"
28,000' No. 1 C., 5/4"
27,500' No. 1 C., 8/4"
PLAIN SAP GUM
40,000' 1s & 2s, 3/8"
45,000' 1s & 2s, 5/8"
20,000' 1s & 2s, 3/4"
60,000' No. 1 C., 5/8"
500,000' No. 1 C., 4/4"
25,000' No. 2 C., 3/8"
60,000' No. 2 C., 5/8"
725,000' No. 2 C., 4/4"
55,000' No. 3 C., 4/4"

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr.
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel
RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd Fig
25,000' 4/4" No. 1 Com. Qtd. Fig
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No. 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
35,000' 5/4" 1s & 2s, Plain.
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No. 1 Com., Qtd.
33,000' 12/4" Qtd.
OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
15,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS. 6-12"
50,000' 4/4" FAS. 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.
PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.
QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.
PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.
PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.
ASH
30,000' 5/4" No. 1 C. & Btr.
30,000' 5/4" No. 3 C.
MISCELLANEOUS
30,000' 6/4" Log Run Pecan.
[illegible] 12/4" Log Run Maple
30,000' 4/4" Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

In Addition to Our Regular Stock, Your Attention Is Directed to the Following High Grade Specials.

PLAIN RED OAK
75,000' 5/4" FAS.
60,000' 6/4" FAS.
59,000' 8/4" FAS.
100,000' 5/4" Com.
45,000' 6/4" Com.
15,000' 8/4" Com
30,000' 10/4" C. & Btr
100,000' 12/4" C. & Btr
PLAIN WHITE OAK
15,000' 10/4" C & Btr
40,000' 12/4" C. & Btr.
95,000' 8/4" Com
QUARTERED RED OAK
40,000' 4/4" Com
PLAIN RED GUM
155,000' 5/4" C & Btr
120,000' 6/4" C. & Btr.
11,000' 8/4" C & Btr
QUARTERED RED GUM
101,000' 4/4" C. & Btr.
70,000' 6/4" C. & Btr.
100,000' 8/4" C. & Btr.
PLAIN SAP GUM
70,000' 3/4" Com.
138,000' 4/4" C. & Btr.
170,000' 5/4" C. & Btr.
300,000' 6/4" C. & Btr.
50,000' 8/4" C. & Btr.
QUARTERED SAP GUM
170,000' 6/4" C. & Btr
195,000' 8/4" C. & Btr.
50,000' 10/4" C. & Btr.
100,000' 12/4" C. & B..
ELM
50,000' 8/4" Log Run.
50,000' 12/4" Log Run.
COTTONWOOD
124,000' 4/4" Com.
QTD. SYCAMORE
8,000' 4/4" Log Run.
TUPELO
75,000' 4/4" FAS.
ASH
15,000' 6/4" Com.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

Regular lengths and widths

QUARTERED WHITE OAK
No. 2 Com. & Bet., 4/4, 8 mos. dry
PLAIN WHITE OAK
No. 1 Com. 4/4, 8 mos dry.
PLAIN RED OAK
No. 1 Com 4/4, 8 mos dry.

Crenshaw-Gary Lumber Co.

Dry

WHITE ASH
8' to 16' Lengths
[illegible] cars 1s & 2s, 4/4", 6" up wide
[illegible] cars 1s & 2s, 5/4", 6" up wide
1 car 1s & 2s, 6/4", 6" up wide
5 cars 1s & 2s, 8/4", 6" up wide
3 cars 1s & 2s, 10/4", 6" up wide
5 cars 1s & 2s, 12/4", 6" up wide
2 cars 1s & 2s, 16/4", 6" up wide
Regular Widths and Lengths
8 cars No. 1 Com., 4/4"
[illegible] cars No. 1 Com., 5/4"
[illegible] cars No. 1 Com. 6/4"
[illegible] cars No. 1 Com., 8/4"
1 car No. 1 Com., 10/4"
1 car No. 1 Com., 12/4"
1 car No. 1 Com. 16/4"
2 cars No. 2 Com., 4/4"
1 car No. 2 Com., 5/4"
2 cars No. 2 Com., 6/4"
2 cars No. 2 Com., 8/4"
[illegible] cars Shorts, 4/4" to 8/4", 4' to 6' long
2 cars Strips, 4/4" to [illegible]/4" to [illegible]/4" Assd. Regular lengths

DUDLEY LUMBER CO., Inc.

MEMPHIS

Russe & Burgess, Inc.

QUARTERED WHITE OAK
120,000' 1 2" 1s & 2s.
40,000' 3 4" 1s & 2s.
1,500' 3/4", 10" & up, 1s & 2s.
10,000' 12/4" 1s & 2s
70,000' 4/4" Clear.
500,000' 1/4" No. 1 Com
90,000' 3/8" No. 1 Com.
50,000' 1/2" No. 1 Com.
35,000' 5/8" No. 1 Com.
50,000' 3/4" No. 1 Com.
30,000' 4/4" No. 1 Com
2,000' 5/4" No. 1 Com.
6,000' 6/4" No. 1 Com.
8,000' 8/4" No. 1 Com
50,000' 4/4" No. 1 Com Strips
170,000' 1/4" No. 2 Com.
6,000' 3/8" No. 2 Com.
9,000' 1/2" No. 2 Com.
45,000' 4/4" No. 2 Com.
2,000' 5/4" No. 2 Com
2,000' 6/4" No. 2 Com.
1,000' 8/4" No. 2 Com.
PLAIN WHITE OAK
30,000' 5/8" 1s & 2s
190,000' 1/4" No. 1 Com.
150,000' 1/2" No. 1 Com.
80,000" 5/8" No. 1 Com.
130,000' 1/4" No. 2 Com.
25,000' 1/2" No. 2 Com.
60,000' 5/8" No. 2 Com.
10,000' 3/4" No. 2 Com.
30,000' 4/4" No. 2 Com.
2,000' 5/4" No. 2 Com.
7,000' 6/4" No. 2 Com.
2,000' 8/4" No. 2 Com.
FIGURED QTD. RED GUM
50,000' 4/4" 1s & 2s.

E. SONDHEIMER CO.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

BELLGRADE LUMBER CO.

For immediate shipment

QUARTERED WHITE OAK
8,000' FAS, 4/4".
100,000' No. 1 C., 4/4".
5,000' No. 2 C., 5/4".
PLAIN RED OAK
30,000' No. 1 C., 3/4".
30,000' No. 2 C., 3/4".
60,000' FAS, 4/4".
100,000' No. 1 C., 4/4".
50,000' No. 2 C., 4/4".
QUARTERED RED GUM.
45,000' FAS, 4/4".
10,000' FAS, 5/4".
30,000' FAS, 8/4".
50,000' No. 1 C., 5/4".
21,000' No. 1 C., 6/4".
25,000' No. 1 C., 8/4".
PLAIN RED GUM
10,000' FAS, 4/4".
27,000' FAS, 5/4".
18,000' FAS, 6/4".
15,000' No. 1 C., 4/4".
20,000' No. 1 C., 5/4".
QUARTERED RED GUM
(Sap no defect)
10,000' FAS, 6/4".
47,000' FAS. 8/4".
16,000' No. 1 C., 8/4".
SAP GUM
30,000' FAS, 4/4".

BROWN & HACKNEY, Inc.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd. White.
12M ft. 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft. 2" & wider No. 2 C. Stps. Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
8M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
80M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.

Little Rock Rates
Cairo, flat 15c, through 13c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.

Mounds Rates
Cairo, 10c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c. Cincinnati, 18½c. Kansas City, 19c.

J. H. BONNER & SONS

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

GEO. C. BROWN & CO.

PLAIN RED OAK
100,000' 1st & 2nds, 5/4"
175,000' No. 1 Com., 5/4"
50,000' No. 2 Com., 5/4"
75,000' Nos. 1 & 2 Com., 6/4"
PLAIN WHITE OAK
75,000' 1st & 2nds, 4/4"
15,000' 1st & 2nds, 5/4"
150,000' No. 1 Com., 5/4"
25,000' No. 2 Com., 5/4"
MISCELLANEOUS OAK
185,000' No. 3 Com., 4, 5 & 6/4"
SAP GUM
400,000' 1st & 2nds, 4/4"
100,000' No. 1 Com., 4/4"
200,000' Nos. 2 & 3 Com., 4/4"
100,000' No. 1 Com., 6/4"
175,000' No. 1 Com. & Bet., 8/4"
QUARTERED RED GUM
275,000' Com. & Bet., 4/4"
100,000' Com. & Bet., 5/4"
45,000' Com. & Bet., 6/4"
100,000' Com. & Bet., 8/4"
50,000' Com. & Bet., 10/4"
24,000' Com. & Bet., 12/4"
SOFT ELM
76,000' Log Run, 6/4"
130,000' Log Run, 8/4"
120,000' Log Run, 10/4"
27,000' Log Run, 12/4"
SOFT MAPLE
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13,000' Log Run, 6/4"
100,000' Log Run, 8/4"
18,000' Log Run, 10/4"
15,000' Log Run, 12/4"
SYCAMORE
35,000' Log Run, 6/4"
ASH
35,000' No. 3 Com., 5/4" & 6/4"
PECAN
6,000' Log Run, 6/4"
10,000' Log Run, 8/4"
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All stock regular widths and lengths

PLAIN RED OAK
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30,000 ft. No. 1 C, 4/4.
35,000 ft. 1s & 2s, 5/4.
30,000 ft. No. 1 C, 5/4.
PLAIN WHITE OAK
15,000 ft. 1s & 2s, 4/4.
25,000 ft. 1s & 2s, 5/4.
14,000 ft. No. 1 C, 5/4.
QUARTERED WHITE OAK
2 cars 1s & 2s, 4/4.
2 cars No. 1 C, 4/4.
SAP GUM
125,000 ft. 1s & 2s, 5/4.
100,000 ft. No. 1 C, 5/4.
20,000 ft. 1s & 2s, 8/4.
20,000 ft. No. 1 C, 8/4.
SOFT ELM
100,000 ft. Log Run, 12/4; not over 20% No. 2 C.
50,000 ft. Log Run, 8/4.
PLAIN RED GUM
75,000 ft. 1s & 2s, 4/4.
75,000 ft. No. 1 C, 4/4.
QUARTERED RED GUM
50,000 ft. 1s & 2s, 6/4, sap no defect.
50,000 ft. No. 1 C., 6/4, sap no defect.
250,000 ft. No. 1 C. & Btr., 8/4, sap no defect.
100,000 ft. No. 1 C. & Btr., 10/4, sap no defect.
TUPELO GUM
7,000 ft. No. 1 C. & Btr, 5/4.
5,000 ft. No. 1 C. & Btr., 4/4.
RED CYPRESS
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10,000 ft. Selects, 8/4.

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40,000' No. 1 Com., 2".
60,000' No. 1 Com., 1".
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QUARTERED SAP GUM
40,000' No. 1 Com. & Btr., 1 1/2".
85,000' No. 1 Com. & Btr., 2".
55,000' No. 1 Com. & Btr., 3".
QUARTERED RED GUM
62,000' No. 1 Com. & Btr., 2".
QUARTERED BLACK GUM
36,000' No. 1 Com. & Btr., 1".
TUPELO GUM
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COTTONWOOD
75,000' No. 2 & Btr., 1".
ELM
45,000' No. 2 & Btr., 3".
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18,000' No. 1 Com., 1 1/4".
14,000' No. 3 Com., 2".
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7,000' Panel, 18" & up, 5/8".
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1,000' Panel, 18" & up, 1 1/2".
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34,000' No. 1 Com. & Btr., 2 1/2".
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26,000' No. 1 Com. & Btr., 1 1/4".
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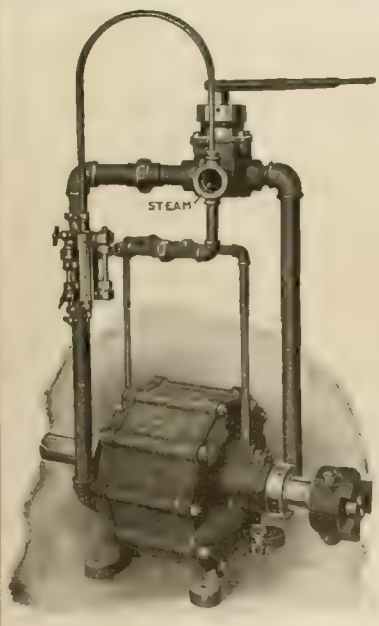

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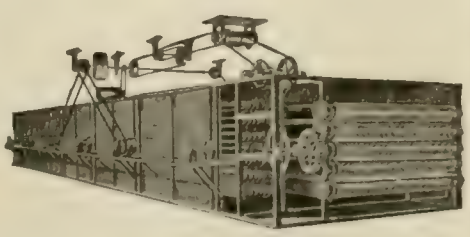

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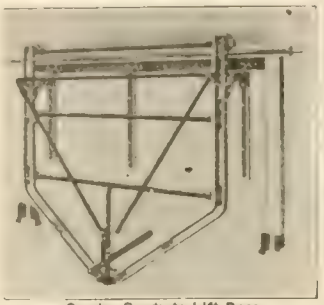
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Review and Outlook

General Market Conditions

STOCK REPORTS show ever-increasing restriction in the manufacture of lumber meeting requirements of commercial consumption. This curtailment is brought about automatically in a measure and in a measure by conscious effort on the part of producers. The evergrowing demand from Washington is turning more and more of sawmill capacity to the production of larger sizes of special specifications and away from normal lines.

Many millions of feet of hardwood lumber are piled up at mill points awaiting shipment on orders which were booked some time ago. There has been very little tendency toward cancellation of these orders and any wholesale cancellation is altogether unlikely, as there is a growing realization that normal distribution of hardwood stocks will be a scarce article in the months to come. Then again the lumber trade is consciously adopting the policy of restricting its cut of normal sizes so far as is possible, both in order to conserve capacity for government production, and to hold down its stocks of sizes normally used in commercial work.

Thus the prospect is that the new year will see a tendency toward higher values than ever and toward a greater production in selling effort necessary to place orders for lumber manufactured. The concentration will be on lumber movements and the prospective present is anything but rosy for the shipment of stocks going to commercial plants. And such stocks must take their turn of filling in between the movements on war business, and in comparison to the past these shipments will be extremely infrequent.

The menace of insufficient labor is growing more and more ominous, and altogether producers in all lines are coming to realize more keenly their present and future dependence upon government business.

The latter field presents an exceptionally rosy prospect for lumber manufacturers who are manufacturing millions of feet in directions never counted upon heretofore. The big problem before lumber manufacturers is in fact to analyze the tendency in the making over of manufacture to war purposes, and to determine just wherein this making over will affect markets for lumber.

The automobile business presents a striking instance of this, as curtailment in so-called pleasure car construction will not result in idle plant facilities, but rather in the turning of those facilities from production of pleasure cars with very little woodwork to trucks and other working equipment using substantial amounts of woodwork.

Along the same lines the prospect of curtailment or cessation of the manufacture of articles from the famous 500 list does not present a blank or black future, but rather suggests a new course of events to which the lumbermen must shape their policies and manufacturing methods. It is safe to say that very few war articles and very little war equipment can be made or shipped without the use of substantial quantities of wood.

If sawmills are forced into idleness it will be because those in charge are not in touch with new developments or because of labor or shipping difficulties. It will not be because there are insufficient markets available.

The big task before the country today is to produce as never before. Our success in the war and in commercial development after the war will be in direct proportion to our increased production. A large measure of this production will be in new channels, and those channels converging at Washington will be of first consideration. Production in normal commercial courses must take what is left in materials and in shipping facilities.

Are You Conserving Coal?

A RECENT GOVERNMENT PUBLICATION STATES that 600,000,000 tons of coal were mined in the United States in 1916. It says that assuming only one-half of this to have been used for industrial boiler plants, there are 75,000,000 tons of coal wasted every year, as about one-fourth of the coal consumed in industrial operations is lost through inefficient methods. Seventy-five million tons of coal require 1,500,000 fifty-ton freight cars to move it.

Do you believe that your furnaces are operating as efficiently as possible? If you merely believe this and do not actually know it, consider the following case cited as illustrating a fair average throughout the country:

One steel mill showed a waste of 40,000 tons a year, which at five dollars valuation cost that company $200,000. This was a modern plant and the load factor was unusually favorable to high efficiency. Efficiency could easily have been raised to 75 per cent, but a fourteen-day test showed that the boilers and furnaces were operating on 55 per cent efficiency.

This government paper coming from an authoritative source rather indicates that efficiency may be taken into consideration in the future in the government's allotting of coal for different plants. Under present conditions a plant which carelessly operates at an efficiency of 40 to 50 per cent receives from the government the same consideration in the delivery of coal as one whose efficiency is 70 to 75 per cent. This obviously is unfair as well as wasteful.

Operators using coal, no matter who they are or where they may be, should bear in mind that this situation may be brought about by inefficient methods of coal burning whereby the available coal.

may be in direct proportion to the percentage of efficiency revealed.

Aside from the selfish standpoint is the bigger motive for saving—the realization that conservation of coal is essential for patriotic reasons. Furthermore, there is no excuse for waste, as there is ample information available to any one who is interested in finding means for fuel saving.

Changing Over the Factory

NOBODY KNOWS what may be the immediate future for the list of 500 articles pronounced by the government to be unnecessary to the prosecution of war. It is argued in some quarters that the government cannot curtail normal industries or, at least, eliminate them, as by so doing it will eliminate too much revenue. But it is a pretty safe guess that a substantial percentage of production of these 500 articles will be cut off and the producing capacity thus gained will be turned to war purposes.

Needless to say the line of war work in which the various factories will be employed will correspond as closely as possible to the type of work which those plants have been doing in the past. Those woodworking factories taken off their normal lines of production will be put onto work that will make possible the utilization of their machines, equipment and employes in the same capacities as they have been operating in under normal manufacture.

Regardless of this, however, any factory taken off from its usual line of production (for instance, if the furniture factories switched from the manufacture of furniture to some form of war material or equipment), will be compelled to undergo radical changes in its methods and in its manner of working new materials, for it is safe to say that in very few cases will the same raw material be employed as was employed in the production of commercial products. The question then which every woodworker should ask himself is: "What is the probable line in which my facilities will be employed if turned to government use," and "In what position am I to most quickly and economically switch my manufacture into that direction?"

Many factories are undoubtedly in more or less of a groove of production, their knowledge of woodworking being limited to the line to which they have adhered for years. It is up to them, then, first to analyze so far as is possible, the probable direction in which they will be switched, and then to go as far as they can into a study of the raw materials and the methods which will be required in handling the new line of work.

The planing mill industry has been brought to a standstill by the cessation of building operations. Have the planing mill people made any concrete effort to ascertain just how their facilities can be put back into producing condition on government business?

The furniture industry is No. 52 on the list of 500 articles classed as unnecessary. Should not the furniture people as a body then do everything they can to ascertain what the probable immediate future holds for them, and determine how their plants may best be turned to government account if government regulations limit the production in their normal lines?

It is inconceivable that the government will arbitrarily force into idleness any important manufacturing industry. Sustained production in one direction or another is the basis on which the successful outcome of the war will rest. As it seems inevitable that normal manufacture may be restricted or limited, is it any more than good business for woodworkers who are likely to be affected by government restrictions to take the initiative and ascertain now just how they can continue to make their capital work for them in the future?

A Time for Working Together

NEW CONDITIONS IN THE LUMBER BUSINESS HAVE brought on a variety of problems and have laid open to criticism some of the present methods of meeting conditions. The last five years have seen a marked development in the local association idea. An association designed to effect one set of conditions is undoubtedly the logical manner of handling problems peculiar to the manufacture or marketing of any one wood, but it seems probable from circumstances developing in the last few months that the progress has not been so marked as had been supposed by enthusiastic association workers. In fact, the lumber trade, particularly in its bids on government war business, has on several occasions made itself rather ridiculous and has frequently shown a state of mind that rather puts it in the proverbial glass house when it is throwing stones at government purchasing bodies or actuated by purely theoretical knowledge of lumber or lumber values.

It would be possible to cite many cases where the lumbermen themselves have revealed an astonishing paucity of information as to their own business; of appreciation of proper values for their own goods. For instance: Lumbermen have been agitating that the government is too low or too high in its figures on fair valuation of lumber products requisitioned for government use. How can government officials not in the lumber business state a fair valuation on a class of lumber when a group of lumbermen in one large southern city submitted bids on the same product ranging from $115 to $155. The government officials can draw one of two conclusions from such evidence. Namely, that those bidding have no knowledge of their own product, or what it is worth, or on the other hand that some people submitting bids are endeavoring to get prices far above what the material is actually worth.

As far as the facts are concerned, though, it is quite likely that the first opinion would be the correct one.

Lumbermen in the section referred to have had the benefit of association statistics of a very exacting and accurate character covering market values and supplies on just the character of wood asked for by the government. They should have known what their product was worth and there should not have been a difference of more than ten dollars a thousand at the outside.

The whole thing resolves itself into the question of persistent work on cost figures, of analysis and not mere filing of market data and of sales based on such analysis. A more sincere co-operation is necessary and this can be brought about only by more frequent informal gatherings for the designation of values on lumber products submitted for government use so that bids at least intelligent on their face may be submitted. The situation will be far more serious if left in the present state than as indicated by the mere confusion resulting.

It is very apparent that if the government received such a variety of figures on a lumber product, it will very soon come to the conclusion it is not profitable to use lumber when other materials can be used, and hence government markets for lumber will be restricted to the lowest possible point.

Illustrating that lumbermen are not using association statistics which they receive, the experience of one large wholesaler buying certain types of heavy oak is striking. He recited recently his observations on a protracted trip through southern producing points, and made the statement that he called on practically every member of the oak association and in every case was asked to name the price which he thought fair. These transactions took place with men who have at their command market statistics covering oak, which should indicate to them the exact market value of the product which this man was purchasing. They should have been in position to immediately name him a figure which they knew to be fair and would adhere to. In place of that, though, they let him do the figuring, and as he was purchasing naturally at as favorable a figure to him as possible, the results varied with the circumstances in each case.

New associations can be formed every day, but all will be futile unless each member makes a conscientious effort to adhere to the policies laid down by the associations or the association to which he belongs.

The best reading room for an employe, or any one else, for that matter, is in his own home. Getting the reading habit is the main thing; the room will provide for itself till the man is sufficiently inspired to take care of it without any urging.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

There are already two competing hardwood emergency bureaus in the field here to help the government win the war and help the hardwood industry get some of the benefits of the enormous war business that is being transacted, and there is reported to be a third hardwood bureau in prospect.

Hardly had J. M. Pritchard got settled in his new position as manager of the Southern Hardwood Emergency Bureau when Roy H. Jones of Chicago arrived in town and opened an office for the Northern Hardwood Emergency Bureau in room 304 Ouray building. Frank Fish, secretary of the National Hardwood Association, has been in town for a few days looking over the field and conferring with members of the staff of Director of Lumber Downman of the Council of National Defense, regarding the possible establishment of a bureau here to handle government business for members of the National Hardwood Lumber Association. Mr. Fish's plans are not yet definitely known among well informed lumbermen here.

Mr. Jones represents the consolidated interests formerly concerned in the old Northern Hardwood & Hemlock Emergency Bureau and the Michigan Hardwood Manufacturers' Association. He said that O. T. Swan of the Northern Hemlock and Hardwood association and J. H. Bigelow of the Michigan association, are running the affairs of the bureau back home, but that he expects to remain here indefinitely looking out for war business for the Michigan and Wisconsin hardwood lumber manufacturers. He lost no time in getting in touch with the various departments of the government that are purchasing hardwood lumber and articles made therefrom and with representatives of the allied purchasing agencies in this country. He expressed the opinion that there is a big field for northern hardwoods in the war plans of the allies, which field he hopes to assist in having developed for the mutual advantage of the anti-Teutonic nations and the hardwood industry of the Lake states.

There is believed to be enough black walnut lumber for the present requisitions of the United States government for the manufacture of gunstocks, but the supply will not last indefinitely as the armies of America are expanded. The northern hardwood manufacturers will come in with their hard maple and birch, which are suitable for gunstocks. Maple, gum and birch gunstocks are understood to have been tested for the war department, partly by ordnance officers and partly by the Forest Service Laboratory at Madison, Wis. Some of the tests have shown satisfactory results; others have not, it is said. The fear was expressed by an allied army officer that "if you wiped a Boche over the head" with a maple gunstock it might break. However, the maple people are hopeful of doing considerable business with the allies' purchasing officers.

Basswood will continue to be used as saddle trees in the mounted service of America. The Gum Manufacturers' Association has submitted samples of gum gunstocks and saddle trees to the War Department.

Navy hardwood needs include a new lot of 1,000,000 feet more or less of oak, ash, and other lumber for yard stocks chiefly, in addition to the contracts recently awarded. There is special interest in the so-called ditty boxes that are provided by the government for men in the navy to keep little personal belongings in. They are boxes made of hardwood perhaps two feet long, a foot wide and not quite that deep, and fitted with a tray.

The Southern Hardwood Emergency Bureau recently received an order for considerable stock for American military uses abroad. Manager Pritchard said he did not feel at liberty to say what the material is, owing to the new policy of withholding information regarding government military export business. Mr. Pritchard, however, has been negotiating recently with government and other people regarding a big lot of railroad ties for military lines.

It is learned that the order for 700,000 feet of heavy oak lumber placed with the Southern Hardwood bureau some time ago for export, was intended to cut into spokes, felloes, rims, hubs and other vehicle parts to be used in the manufacture and repair of military vehicles and artillery carriages of the United States army in France, at big woodworking establishments being planned by the War Department for over there.

Enlarging Quarters to Take Care of Business

Mr. Pritchard expects the hardwood war business to grow in volume. He predicts that the wholesale hardwood men will be called upon to help the government in case of an emergency. He is personally an advocate of co-operation in the hardwood trade, rather than competition. He says that his policy will be to give the government all the help the industry can give, to furnish it with information as to what the industry can do, what it has to sell, what it can produce, where, how, when and at what price. If materials asked for are not available he will suggest substitutes.

Both of the hardwood bureaus so far opened, it is stated authoritatively, will be operated along lines similar to those followed by other lumber trade emergency bureaus here. Orders received will be distributed among the members of the respective bureaus, upon the basis of their capacity, their timber supply, facilities for shipment, transportation rates, and other conditions.

The Southern Hardwood Emergency Bureau has obtained larger quarters in the Munsey building.

Priority Given to War Supplies

Curtailment of the furniture industry as relatively unessential was clearly indicated to a group of furniture manufacturers who were here recently to look into the situation. However, no drastic action is expected. The system of dealing with the nonessential industry question, it is understood, will not be to brand certain industries or products as unessential, but simply to give priority of production and shipment to articles that are deemed essential.

Furniture factories and other woodworking establishments, it is believed, can be readily converted to the production of airplane propellers and parts of airplanes, truck bodies, gunstocks, ship fittings, boxes and packing cases, saddle trees, army lockers, etc., which are needed in great quantities to equip America and the allies for war. If there is lumber enough, coal enough, transportation enough and labor enough to enable such establishments to make articles relatively unessential it is stated that probably there will be no government command prohibiting such production. But the intention is to give priority to munitions, other war materials and supplies, food, steel and other essential government stuff.

When shortage of raw material or coal threatens an industry with curtailment or suspension, it is announced that the commercial economy board of the Council of National Defense will inform all such manufacturers of the crisis. There will be opportunity for parties interested to be heard before any sort of action is taken.

Details of this work will be carried on by the bureau of manufacturing resources now being organized in the Council of National Defense. This bureau will have representatives of basic industries connected with it to advise about conditions in those industries, so that no bad "bulls" will be made in deciding questions of essential and nonessential industries.

Transportation Problem

Having had for some months absolute control over the export trade of the country, the administration has just assumed control over the import trade. President Wilson has issued a proclamation under the trading with the enemy act which requires that imports of many articles may not be made without license from the War Trade Board. The effect of this policy will be to conserve the available shipping tonnage for the importation of essential raw materials and products like wool, rubber, tin, leather, etc., so far as may be necessary.

The war trade board has announced that a number of articles may be exported without individual license to any country except

enemy countries, when the shipments are covered by railroad or ocean bill of lading marked "for export" and dated up to December 1. The articles include calipers, wood alcohol, quebracho and chestnut extracts, etc.

A hundred million dollar appropriation for government freight cars to relieve the freight congestion in this country is the proposal submitted by Senator Reed of Missouri to Congress. The senator fears that the transportation system of the country will break down unless some such extraordinary step is taken by the government. Naturally the lumbermen are in favor of the government freight car program, which they believe will cause a big demand for timber and lumber. Plans for a standard wooden freight car have already been submitted to the government on behalf of certain lumber interests.

The Box Men Active

More hardwood possibilities are seen in plans that are under way for mobilizing the box industry of the country. F. C. Gifford, secretary of the National Association of Box Manufacturers, D. L. Goodwillie of Chicago and other box manufacturers have been here talking with the lumber committee, government officials, and others regarding the organization of a committee or emergency bureau representing the box industry, to help the government. It is stated in behalf of the box people that government box specifications are impossible and should be modified, simplified and standardized, so that every possible wood could be used and every possible box factory employed in making boxes for carrying shells, cartridges, rifles, and other arms, equipment, food, materials and supplies of all kinds. It is predicted by some box men that 25 or 50 per cent of the wooden box production of the country will be required to fill government war needs. Billions of feet of lumber will be needed for these boxes. The new specifications for ordnance packing boxes do not please box manufacturers, who say that their details are impracticable.

The War Department is reported to have decided that all purchases of lumber for cantonment and other military construction work must be ordered through the Cantonment Division here, which would stop considerable purchases that have been made in the field by depot quartermasters and other army purchasing officers with the result that it is claimed that market conditions have been upset and prices run up to high levels.

The department has opened bids for collapsible and portable houses, hospitals and other buildings for the American armies abroad. Officers of various lumber trade emergency bureaus are in conference with representatives of the Engineer Supply Depot here, which is handling this business. The National Wholesale Sash and Door Association hopes to supply the sash and doors for the portable buildings.

This association, by the way, recently sent G. L. Curtis of Clinton, Iowa; J. E. Morgan of Oshkosh, Wis., and A. J. Siegel of St. Louis to Washington as a committee to see about a rumored government policy directed against individual building operations as unessential. The committee reported that there had been no decision to that effect, but there is a general feeling among people here who are in touch with the government war plans and preparations that a great many industrial operations and activities that are essential and normal in peace time are not unlikely to be directed into other lines by co-operation between the industries and the war authorities of the government.

A report on employers' housing in the United States recently issued by the bureau of labor statistics shows that wood is the favorite building material for this purpose. In the case of the companies and industries whose housing operations were covered by the investigations reported upon, 89.8 per cent of the employes' "compulsory" houses were of frame, 6.1 per cent of brick and 4.1 per cent of other construction.

The present government program of building and requisitioning ships in the building yards calling for 1,409 vessels of 8,363,000 tons deadweight capacity to be completed by December 31, 1918, calls for 375 wooden ships of 1,330,000 tons deadweight capacity and 58 composite ships of 207,000 tons deadweight capacity. The latter vessels are steel framed and wooden planking sides, bottom and decks.

In order to prevent delay in transcontinental shipment of 30,000,000 feet of fir timber for wooden ships building on the Atlantic coast for the government, it is reported that the officials have decided to pay the full commercial freight rate of $25 per 1,000 feet approximately, rather than take chances on confusion and difficulty incident to routing by certain lines at the special land grant rate of $17 per 1,000 feet to which Uncle Sam is entitled. The decision means an addition of $240,000 to the freight bill on this material.

The Question of Prices

Prices paid by the government for lumber for cantonment and for other construction purposes are to remain unchanged from December 10 to January 10, if the recommendation of R. H. Downman is adopted by government authorities, as it is believed it will be. The understanding of lumbermen is that the Federal Trade Commission will determine whether any increase in cost of production during the month indicated above occurs, as compared with the production cost average for September, October and November and the prices will be readjusted accordingly. The same procedure will be followed as to government prices to be paid during the month, February 10 to March 10. The prices to be paid after March 10 will be the result of a new deal to be made later on. By that time there may be new legislation on the statute books authorizing the fixing of prices of a great many commodities during the war by executive order. There is said to be no authority now for fixing prices to the public, except of coal and food, although prices of some metals to the consumer have been fixed by agreement between the producers and the president. The latter is to press for legislation greatly broadening the authority of the executive branch of the government over prices.

Prices of lumber sold to the United States government and its allies are to be fixed by government action, according to the present understanding, but prices to the public may not be so fixed at present. There has been some discussion of the policy of fixing prices for the public, and some have thought that the president favored such a plan, but officials of the War Industries Board, which is the price fixing medium of the government, doubt whether it would be practicable to fix prices to the public, buying as it does through 150,000 retail lumber yards. There is said to be a lack of necessary data that would enable the government to act intelligently on the question.

However, the matter has been attracting considerable attention in view of meetings here among a number of lumbermen, hearings they have had before the Federal Trade Commission and conferences with officials of the War Industries Board, all of which are practically coincident with President Wilson's annual address to Congress, in which he declared that the law of supply and demand has given way to the law of "unrestrained selfishness" and advocated extension of the policy of government price fixing that has been practiced as regards steel, copper, coal, etc., and particularly suggested the commodities which the farmers of the country must purchase as needing regulation as to prices. One of the most important of the commodities used by the farmers is lumber.

The lumbermen here for these hearings, conferences and meetings have been chiefly pine and fir manufacturers, but the principles or propositions they have discussed with reference to the cost of production have application to all branches of the lumber industry.

Cost of Production

At the hearing before the trade commission recently Gen. L. C. Boyle, representing various lumbermen, spoke, as did C. S. Keith, president of the Southern Pine Association, and representatives of other groups, including W. H. Wood, of Birmingham, Ala., who said that offices will be opened here by the Alabama-Mississippi Emergency Bureau, with a view to sharing in the government business.

Lumbermen said after the hearing that it was satisfactory, although it is not understood that there was complete harmony between the lumbermen and the commission or its experts on certain

principles involved in the determination of the cost of production. Various factors entering into cost of production were discussed at the hearing and it is stated that there was substantial agreement between the commission and the lumbermen as to certain principles that are involved in the fixing of prices.

The lumbermen later held a number of meetings among themselves and appointed small committees to confer with Bernard Baruch, who has charge of raw materials questions for the War Industries Board, and R. H. Downman, director of lumber under the board. The Southern Pine committee consisted of C. S. Keith, W. H. Sullivan and R. A. Long; the Georgia-Florida committee, of M. L. Fleishel and R. M. Bond; the North Carolina Pine committee, of C. I. Millard and G. L. Hume; and the Douglas Fir Committee of A. L. Paine, George S. Long, and J. H. Bloedel.

The pine committees conferred at length on Tuesday and Wednesday with Messrs. Baruch and Downman. The fir committee conferred with the officials also. They discussed the prices to be charged to the government and the allies, it is understood, for lumber for cantonments and other construction work, for airplane construction, etc., but not for wooden ships. This last question is understood to be settled.

Lumbermen in Washington

The lumbermen here have been busy talking about contracts for collapsible houses for the American armies abroad, a matter which is under negotiation between the War Department, several lumber trade emergency bureaus, and representatives of sash and door interests and makers of portable houses, and others. Charles B. Harman of Atlanta, Ga., secretary of the Southern Sash, Door and Mill Work Manufacturers' Association, and Mr. Conway, representing that organization, are here on this matter, as is a Mr. Corey of Michigan, representing the McClure Portable House concern. It is estimated that an annual cut of 7,000,000,000 or 8,000,000,000 feet of lumber have been represented at this week's hearings and conferences.

Hardwood lumbermen who have been foregathering for various business purposes, include J. B. Wall, president of the Buffalo Hardwood Lumber Co.; H. E. Montgomery of Buffalo, W. B. Burke of the Lamb-Fish Lumber Company, who came to relieve H. B. Weiss as the southern member of the subcommittee here with the Southern Hardwood Emergency Bureau; A. S. Johnson, Winfield, La., new southern member of the Southern hardwood bureau managing committee; Joe Lamb of Memphis, who is here on business; Frank Fish, secretary of the National Hardwood Association, and others.

Among the government orders recently placed for lumber war material is 500,000 feet California pine with Louis Wulchet of Chicago; 7,000,000 feet with the North Carolina pine bureau for construction work at Hogg Island, Newark, N. J.; and Big Point, Va.; 7,000,000 feet with the Douglas fir bureau for ordnance depots, warehouses, etc., at Curtis Bay, Md.; Raritan Bay, and Newark, N. J.; 5,500,000 feet with the southern pine bureau for Newark; and 2,000,000 feet to the Georgia-Florida bureau for Hogg Island.

E. G. Griggs of Tacoma, former president of the National Lumber Manufacturers' Association, has been told that he will soon be commissioned major in the army. Mr. Griggs understands that Col. Disque is to raise a force of 8,000 men as part of the army to assist in the production of ship and airplane lumber in the Pacific Northwest.

E. T. Allen of Portland, Ore., is here on business for the first time since he left the old lumber committee to go West as representative of the War Department in an effort to mobilize the spruce industry to assist in the aviation program.

W. H. Sullivan of Bogalusa, La., has been named chairman of a committee on war service to represent the lumber industry in co-operating with the War Industries Board in connection with plans to mobilize the industries of the nation for war work. Chairmen of similar committees in many other industries are announced, including the following: Philip Ebrenz, St. Louis, carriage maker; Charles A. Albrecht, Indianapolis, extension tables.

E. C. Miller, president of the Mueller Lumber Company, Davenport, Ia., was here recently in conference with other business men and officers of the War Industries Board regarding plans for converting so-called unessential industries in the Middle West into war production industries.

The Council of National Defense has written to the Chamber of Commerce of the United States suggesting that the various industries of the country should name war service committees to represent them in dealings with the government.

Shipbuilding Matters

The first annual report of the shipping board has this to say regarding wooden shipbuilding:

"Contracts were placed for a large number of wooden ships, most of them to be built in new yards, it being found that such ships could be built, within certain limits, without interfering with the steel ship program. The corporation has experienced some difficulty in arranging for supplies of proper lumber, but it is believed that this difficulty has been largely overcome, and that the wooden ships may be expected to be completed with a fair degree of promptness."

Estimated expenditures under contracts in force October 31 include the following: Wooden hulls, $101,200,000; wooden ships complete, $33,100,000; composite ships, $27,732,000.

The board makes some estimates of other expenditures as follows: Cost of fitting out wooden hulls as complete ships, $200,000 each, or $62,800,000 in all; cost of plants, equipment and ways for wooden shipbuilding $3,360,000.

J. M. Pritchard, manager of the Southern Hardwood Emergency Bureau, continues to get orders for government material, but does not make them public. There are now busy here in the southern hardwood bureau W. E. Delaney, W. B. Burke, H. B. Weiss, and others.

The executive committee and others of the National Association of Box Manufacturers have been conferring here several days recently about how to help the government and at the same time benefit the box industry. Some of the box men saw Mr. Downman, C. H. Worcester, his assistant, and B. M. Baruch, in charge of raw materials for the War Industries Board.

The box men want to place their facilities at the disposal of the government and they believe they can best help in the war if the box industry is consulted about how government box specifications should be drafted. They want one of their number attached to the War Industries Board, it is reported. The plan was for him to get in touch with George N. Peek, of Moline, Ill., vice-president of Deere & Co., who has been made chief of the bureau of manufacturing resources under the board with the right to choose his own assistants.

The Forest Regiments

Two more battalions of the 10th Engineers (Forest) are training at Camp American University. The names of the officers of the Third Battalion have been published heretofore. Following are the names of officers of the Fourth Battalion:

Company D—Capt. R. B. Carter, First Lieutenants W. G. Conklin and Ralph H. Faulkner, Second Lieutenant Fred A. Roener.

Company E—Capt. Andrew J. Fisk, First Lieutenants Lester W. Jacobs and Henry F. Power, Second Lieutenant Luther D. McDaniel.

Company F—Capt. Stephen C. Phipps, First Lieutenants William G. Howe and John Sommerset, Second Lieutenant Harry H. Miller.

Efforts are being made to obtain commissions for more officers for the second forestry regiment, it is understood.

A chance for early commission in the military service for men who passed the examinations for commissions in the forestry regiments is seen in the reported plan of the government to put 8,000 or 10,000 soldiers trained to the woods into the forests of the Pacific northwest to get out airplane stock needed by the United States and the allies. It is understood that some commissions are being issued on account of this plan, which is regarded as necessary to circumvent the machinations of the I. W. W. and other pro-German agitators who have been blocking the northwestern timber and sawmill industry.

Numerous recruits are coming into the 20th regiment at Camp American University. They come from recruiting stations and army camps and posts all the way from Washington state to New York and from Minnesota to Texas and Louisiana. Some of the new men are being trained at Belvoir, Md.

Efforts are being made by those interested in relief work for the forestry regiments to avoid overlapping of activities of the various organizations concerned, duplication of effort, duplication of gifts to some men, leaving none for others, wasteful expenditures and methods, and competition in buying. The organizations engaged in this kind of work include the American Red Cross, the Women's Committee for Engineer Relief, the Forestry Association, the Department of Agriculture, the Hoo-Hoo relief committee, and the American Forestry Association.

The allied armies need the American lumber and forest regiments and the regiments need the support of the American people, according to W. R. Brown, of the lumber and forest regiments relief committee and a paper manufacturer who conducts lumbering operations on a big scale.

"Our duty to these men and their families is just as vital as our duty to the fighting forces or the Red Cross and the Y. M. C. A.," said Mr. Brown. "The lumber and forest regiments have gone across the ocean for a work in no degree less important than that which takes our soldiers into the trenches. Without lumber for trench building and the other forms of construction essential to modern warfare the allied armies cannot achieve victory. Our foresters, lumbermen and sawmill workers are to supply these needs."

War Profit Tax Law

The application of the new war profit tax law to the lumber industry was the subject of a recent hearing before the War Profits Tax Advisory Committee of the Treasury Department, at which a committee representing various branches of the lumber industry was represented. R. B. Goodman headed the delegation, and represented the Northern Hardwood & Hemlock Manufacturers' Association. W. B. Hewes, of Jeanerette, La., and R. H. Downman were there for the Southern Cypress Manufacturers' Association. The Southern Pine Association was represented by T. M. Barham, P. C. Rickey and D. V. Dierks, Kansas City; H. W. Chandler, Chicago; the West Coast Lumbermen's Association by J. T. Gregory, of Tacoma; R. B. Allen, of Seattle, and W. S. Burnett, of San Francisco; the Northern Pine Manufacturers' Association by C. F. Wiehe, Chicago, and A. W. Clapp, Minneapolis; the Western Pine Manufacturers' Associa-

tion by D. C. Eccles, of Ogden, Utah; the Redwood Association by J. H. Browne, of San Francisco. A brief was read to the committee, which took it under consideration and will probably make certain rulings as to the manner in which the war profits tax shall apply. Questions of the purchase price of standing timber, capital invested, bought good will and built up good will, and the relative status of lumber concerns organized in different manners and under different circumstances are understood to be involved in the problems laid before the advisory committee, which is headed by Representative Hull of Tennessee, author of the income tax law.

Reported Purchase of Airplane Stock

The Italian government will buy 30,000,000 feet of airplane lumber through the office of Director of Lumber Downman as a result of the cancellation of a deal that has been pending for some time which involved New York jobbers and bonded western lumber manufacturers for $250,000. That deal contemplated supplying 22,000,000 feet of airplane stock to the Italian government at $120 per 1,000 feet and would have given the jobbers a profit of about $50 per 1,000, or about $1,000,000 in all. Under the new plan of buying with the co-operation of this government the Italians will get the material for $55 per 1,000 at the mill.

The labor situation and I. W. W. operations in connection with the lumber industry was the subject of a conference in Washington recently between leaders of southern and western lumber manufacture. It was reported that the situation in the west is getting better and that a number of I. W. W. agiators are in southern jails. The southern and western lumbermen are reported not to be in agreement on the question of government regulation of the hours of labor in the lumber industry. Several bills have been introduced by western members of congress providing for an eight-hour day in mills shipping their products in interstate commerce.

Locust Tree Nails

In cutting locust timber for making treenails for wooden ships, says the Department of Agriculture, it is important to get black locust, and not honey locust. The black locust has a very close grain and is described as one of the most durable hardwoods. The honey locust has a coarser grain and is of inferior quality. The black locust, originally occurring only in the Appalachian mountains and adjacent highlands from Pennsylvania to Georgia, but the department says it has spread over a wide area. The danger of selecting the wrong tree is increased by the fact that in some localities the names applied are exactly reversed, the honey locust being known exclusively as black locust and the true black locust being known as honey locust.

Late Briefs

J. H. Townshend of the Southern Hardwood Traffic Association has been busy in Washington taking up the car situation with government authorities. He has conferred with officials of the Interstate Commerce Commission, railroad's war board, shipping board, and other government branches and with lumber bureaus' representatives and others.

Mr. Townshend is reported to have stated that hardwood mills have to close because they can not get cars. Many cars have been withdrawn from the hardwood trade, it is said, to carry piles and timber to Hogg Island, Pa., shipbuilding yard. Not all of these materials are needed immediately, it is claimed. In fact, there is said to be serious congestion of lumber freight near Hogg Island.

Mr. Townshend has told the commission and members of Congress that the safety appliance law should be suspended so that lumber companies' cars, not equipped with certain safety appliances, may be used to carry logs on the trunk lines to the mills which could thus be kept going.

More hardwood lumber is needed for the navy, that department announces. It wants the following lots: Ash, white, firsts, air-dry, 30,000 feet; ash, firsts and seconds, 16,000 feet; oak, white, firsts and seconds, 32,000 feet; oak, white, green, firsts, 15,000 feet; oak, white, for bending purposes, 32,000 feet; poplar, firsts and seconds, 48,000 feet; also some spruce, pine, fir, redwood and cypress.

At the request of Robert H. Downman, director of lumber, the National Hardwood Lumber Association is now organizing what will be known as the War Service Bureau to assist the U. S. Government and its allies in promptly securing their requirements in hardwood lumber. An office will be opened in Washington early in January, which will be in charge of Frank F. Fish, secretary of the association. Every bona fide owner of hardwood lumber in the United States and Canada will be requested to file an inventory with this War Service Bureau showing quantity, kinds, thickness and grades of hardwood lumber owned with location of the stock, which information will be placed on file at the Washington office and be open to all departments of the U. S. Government through the office of R. H. Downman, director of lumber.

All owners of hardwood lumber co-operating in this work will be requested to keep the National association promptly advised of changes in the original list submitted, as it will be vitally necessary to keep its records up to date. The entire expenses of the bureau (for the present at least) will be borne by the National Hardwood Lumber Association without assessments against the owners of hardwood co-operating with the bureau.

The services of the inspection department of the National Hardwood Lumber Association and its force of fifty salaried inspectors have been tendered to the U. S. Navy, U. S. Signal Corps and U. S. Emergency Fleet Corporation and the offer has been accepted by the purchasing agents and officers of these departments.

Banquets and the War

The demand that banquets be omitted from business meetings is widespread and insistent. It is pointed out that a costly meal, with the accompanying speeches and smoke, contributes little to the success of the meeting, while the expense can be applied to greater advantage along other lines.

There is room for difference of opinion on the subject. Some who identify themselves with the negative side of the question cite the experiences of the churches as argument in favor of the banquet. Clubs and societies which have the financial affairs of the church in charge have discovered that nothing contributes more to the typical ladies' aid society than the dinner that goes with it. Appeals have been made to the members and the other patrons to open their hearts and give the money without the meal and thus make the profit greater; but the appeal falls on deaf ears. If there is to be no dinner, the people stay away.

Business men's banquets are not for the purpose of raising money directly, but for the sake of sociability and to secure as large attendance as possible. Few men would admit that they attend banquets for the sake of the victuals set before them; yet, it is believed that the attendance would decline almost to the vanishing point if the banquet is omitted. The banquet is defended as a business measure, and it is opposed as a piece of poor business and therefore a waste of money, time, and effort. Fortunately, it is not a matter of extreme seriousness, no matter in what light it may be viewed.

Money for Emergencies

The government's demands for very large sums of money to finance the war have revived the fallacy of fiat money to take the place of real money. Large banks are receiving inquiries as to why the government does not print a few billion dollars with which to run the war "to increase the amount of money in circulation," "to save interest," "increase bank deposits," and "make it easier to raise loans." These inquiries are widespread and some of them come from bankers. An excellent explanation of the situation, and answer to the fiat money advocates, was offered in a recent circular from the National City Bank of New York, which says:

It is strange how persistent are these ideas about the efficiency of fiat money, because there never was a trial which did not demonstrate that they are fallacies. Money in itself is an instrument of exchange, a trade facility; it is not final compensation for anything. The government wants money with which to buy war supplies and the people who sell the supplies want money to buy things. The satisfaction of all these wants depends upon production, and that depends upon the labor supply, together with efficient organization and equipment. When the industries are already operating at capacity, the output cannot be increased by increasing the supply of money. Any further gains must come by improvements in organization, equipment or methods, and by shifting labor from non-essentials to essentials. It befogs and confuses the whole subject to talk of relieving such a situation by printing money. More money or purchasing power in any form can only increase the competition for labor and materials, raising costs in terms of money and debt without making any more labor or materials available.

This country has plenty of mere facilities for making payments. Industry is not halting for want of means to make payments; it is limited on all sides by scarcity of men and materials. As a matter of fact we make payments with bank cheques rather than money. The correct method of financing the war is by having the individual citizens accumulate bank credit, and transfer this credit to the government, the latter in turn transferring it in payment of its purchases. The transfers are simple enough, the problem is in getting the individual citizens to understand that they must create by savings the means to supply the government's needs. We must create the purchasing power, and transfer it to the government, abstaining from its use ourselves.

The stock sawer in many a factory can make of himself either the most valuable or the most expensive workman in the place.

Dry Kilns for Government Service

The recent development of the war situation has made it apparent that we are destined to take a substantial part in the fight for freedom. Manufacturing plants are, therefore, shaping their factory output along such lines as to contribute directly to the equipment needed for the war, or to help equip the American farmer, who is to feed the world during the next few years.

Woodworking plants which make wagons, auto trucks, freight cars, airplanes, ships and the like, find an unprecedented demand for their product, entirely beyond their normal capacity. Usually the above have been accustomed to maintain their yard stock of lumber in sufficient quantity to provide normally six months and, preferably, twelve to eighteen months of thorough air drying.

The government's unprecedented demand is rapidly depleting these lumber stocks, and the woodworking plants are faced with the absolute necessity, temporarily at least, of drying all kinds of lumber practically green from the saw.

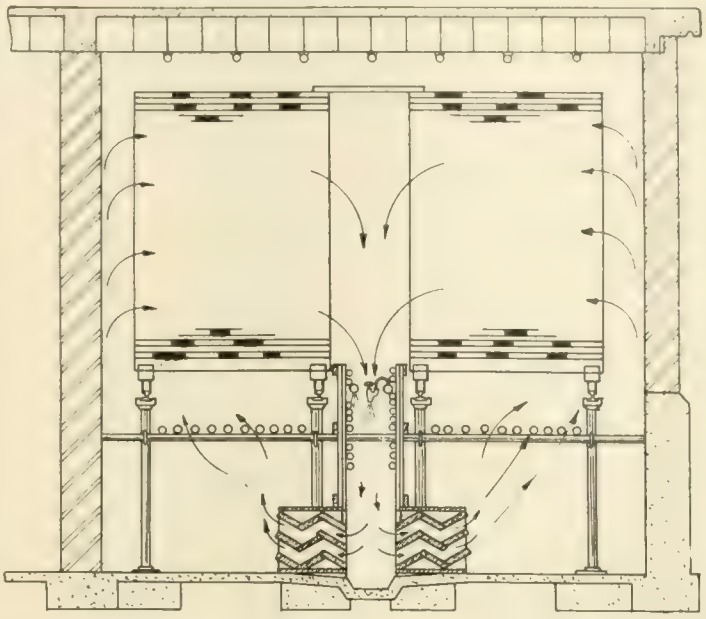

FIG. 2 -ORIGINAL TYPE OF THE TITMANN KILN

In case of the soft woods (conifers), this problem has been solved on a commercially economical basis. In so far as green hardwoods are concerned, considerable progress has been made toward satisfactorily drying one-inch lumber and thinner. This is practically true of the so-called "soft" hardwoods, such as poplar, cottonwood, gum, some kinds of mahogany and the like.

In the case of oak, ash, hickory, etc., in the two, three and four-inch thicknesses, the problem of drying green lumber is decidedly difficult and far from a satisfactory solution.

The Forest Products Laboratory at Madison, Wisconsin, maintained jointly by the United States Government and the University of Wisconsin, has been conducting a series of experiments and demonstrations and has brought out and developed the humidity regulated kiln under patents taken out in the name of H. D. Tiemann, chief physicist, which patents are dedicated to the public.

This kiln has been in use at the Madison Laboratory for several years, and typical installations have been made, or are in process of construction for Moline Plow Company, Moline, Ill.; International Harvester Company, Chicago; Redwood Manufacturers' Company, Pittsburg, Cal.; N. & W. R. R., Roanoke, Va.; Mandt Wagon Works, Stoughton, Wis.; Schoetller Wagon Works, Chicago, etc.

The claims set forth for this kiln are the ability to dry, without substantial loss through degrade, any kind and any thickness of hardwood; those whose installations are far enough progressed report excellent success.

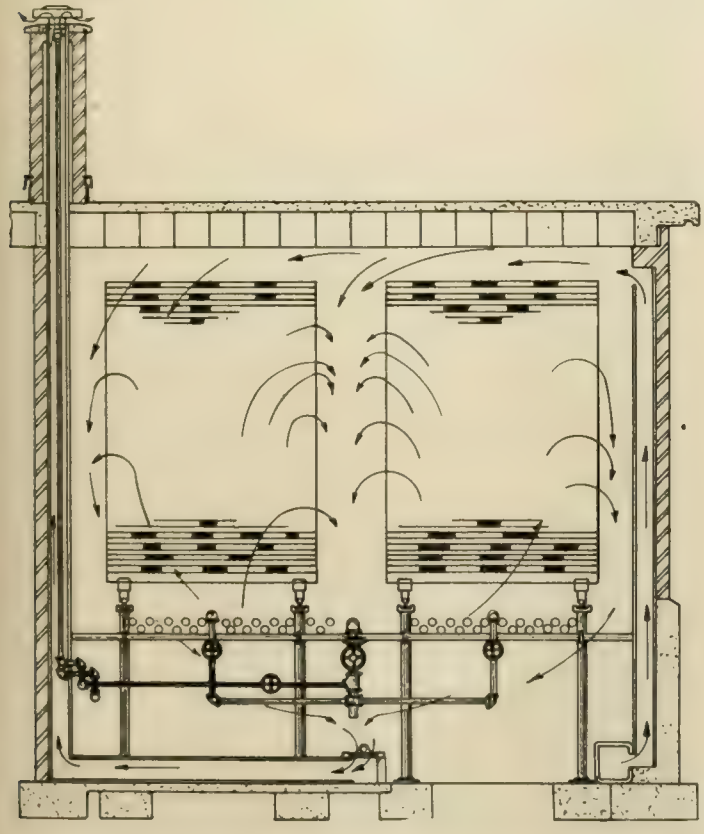

FIG. 1—GRAND RAPIDS VAPOR KILN

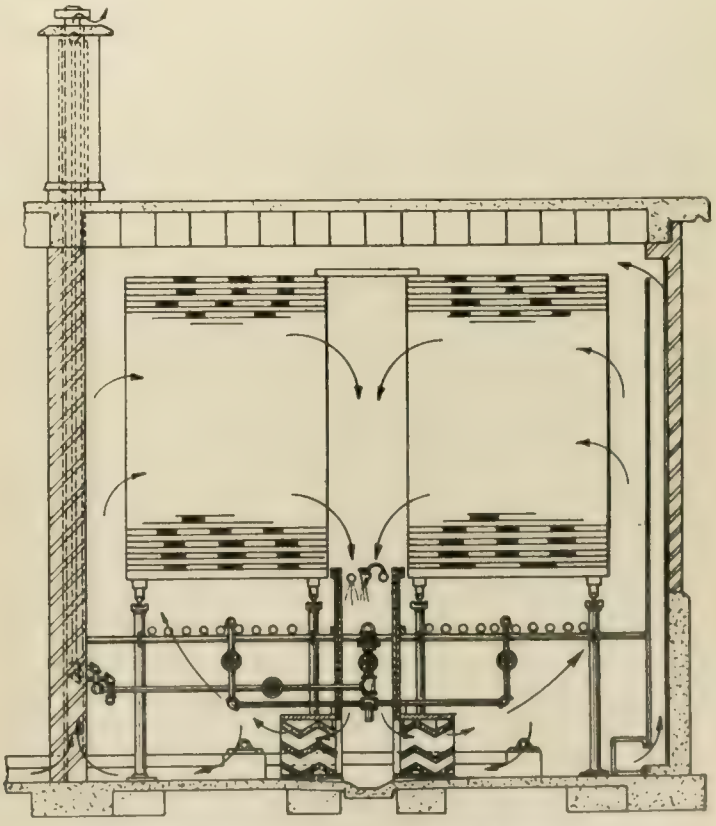

FIG. 3—COMPOSITE TYPE OF KILN

It is not claimed nor expected, so far as the writer is aware, that this kiln will dry at the normal speed of commercial kilns in every-day use, nor is it reasonable to suppose that it is as simple in operation, or can be operated at the ordinary cost of kiln drying. Green stock requires longer time and more careful kiln manipulation than most plants practice.

As a matter of fact, most users of kilns are accustomed to operate their kilns "by guess and by gosh" and, for that reason, the Tiemann Kiln appears unduly complicated and elaborate. Its provisions for control and operation, however, are very complete and any operator of ordinary intelligence can master their operation in a short time.

There is no question but what at the present time this Tiemann Kiln offers one solution of the drying of thick (2" to 6") green oak and hickory, for wagon, truck and car builders. In spite of this fact, many concerns hesitate to incur the cost of building sufficient special kiln capacity to handle the large quantity of green stock necessary for immediate government deliveries. Few wagon manufacturers, for instance, feel justified in embarking on a policy that commits them to the use either of green lumber, or the use of a type of kiln that is designed primarily for green lumber, and that is proving decidedly slower and more expensive to operate on ordinary stocks than the best of the approved types of kiln on the market today.

It is rarely possible to modify or remodel existing kilns without either unreasonable expense, or destroying the subsequent use of the old kilns by any except the newly incorporated process.

The alternative, therefore, is to select and build a type of kiln that can be operated on the Tiemann Process for green thick lumber during part or all of the present emergency and that can be operated efficiently and speedily on normal kinds of lumber under usual demands.

This results in a composite type—somewhat more expensive to build than either type individually, but subject to operation under either process, or a combination of processes.

The illustrations show such a composite type, Fig. 3, and also the original types of the Tiemann Kiln, Fig. 2, and the Grand Rapids Vapor Kiln, Fig. 1. There is no reason why the same combination cannot be made with other types of kilns, provided they are of the vapor type with a downward circulation, with adequate damp air accumulation pits and outlets for damp air so situated as to combine readily with the circulation and baffle plates of the Tiemann Process. Large, wide or progressive kilns are not suitable for the combination.

The advantages of this combination type are: 1st: The ability to dry thick green hardwoods. 2nd: The facility with which, by the proper setting of valves and dampers, the kiln may be converted to one of the best of modern types of dry kiln, and 3rd: Complete compliance with government specifications, and co-operation with government inspectors.

The officials of the various war boards and engineers on government work are naturally somewhat influenced in favor of equipment that has been developed under government auspices.

The use of this composite type provides every compliance with government requirements and gives the manufacturer the opportunity of taking advantage, as well, of the best of the practical economies in kiln design and operation as developed by modern factory experience.

T. D. PERRY

Car Shortage in Memphis Territory

A slight increase in the number of flat cars for handling logs to mills at Memphis is reported by officials of the Southern Hardwood Traffic Association following the joint conference of the board of governors of that body and the Southern Logging Association at which it was determined that vigorous action should be taken to secure relief, a full report on which appears elsewhere in this issue of HARDWOOD RECORD. There were only two hardwood mills closed down in Memphis December 5, the smallest number for quite a while. None of the mills has enough timber on its yards, however, to last more than a few days, with the result that full receipts each day are imperative if the mills are to continue in steady operation.

No change is reported in flat car situation at outside points in the Memphis territory. This is only another way of saying that the manufacturers of lumber who depend on public carriers for cars for handling their logs to their mills are receiving only a small percentage of their requirements and that they are under the necessity of closing down every few days because of lack of log supplies. Mr. Townshend said, before leaving for Washington, that he did not see any improvement at all in the situation from the standpoint of outside mills.

There is likewise quite a pronounced shortage of cars for handling outbound shipments of southern hardwoods. All manufacturers report that there is an increasing demand for hardwood lumber but that there is also rapidly increasing difficulty in securing cars for handling outbound shipments. Officials of the Southern Hardwood Traffic Association regard fifty per cent as a liberal estimate of the proportion of the requirements of the lumber manufacturers for box cars and other equipment for effecting deliveries being filled. Memphis lumbermen are perhaps faring rather better than this but there are so many outside mills receiving only twenty to twenty-five per cent of their needs that the foregoing is regarded as rather exceeding, than falling short of, actual results.

Weather conditions are still quite favorable and work in the woods is making very satisfactory progress. There are so many million feet of logs ready for transportation to the mills and there is such a shortage of flat cars for the handling of this timber that much more interest just now centers in securing transportation facilities for handling the logs already on the rights of way of the railroads than in cutting more logs to be delivered to the railroads. However, lumbermen are proceeding on the theory that perhaps the railroads will in time be able to supply plenty of cars and they are therefore not overlooking any opportunity to prepare plenty of timber against their later needs.

Meantime, demand for hardwood lumber is reported quite good. It is broadening somewhat and further progress in this direction is anticipated with the distribution of government orders. Buying is coming just now from private industries and from those that are working with the government in its war program but there is a marked distinction between the manner in which cars are furnished for the former and the latter. Difficulties of transportation for those seeking and accepting orders from private industries are multiplying every day while the question of transportation, where government orders are involved, is a very simple matter.

With all the feverish building of ships, there should be a pretty lively demand for live oak, which is a traditional wood in ship building.

The scarcity of help this year makes a more urgent need for the adoption of all the practical labor-saving devices available. Sawmill men and woodworkers everywhere should look over the labor-saving machinery offerings to see what will fit in with their needs and help the cause along.

One advantage of the sawed tie over the hewed tie is in the chance to utilize the trimmings. Not only is there a good sale for the siding boards from ties, but there is another chance for utilization in dimension stock that merits attention.

A good saw blade with poor teeth is like a good hoe handle with a bum hoe on the end of it, in that neither is of much use in that condition.

Hitting the Sawdust Trail

The organization at Alexandria, La., on November 17 of the Southwestern Hardwood Manufacturers' Club was a step in the direction of gaining the information that comes out when local manufacturers get together and not only discuss their selling problems, but get a clearer idea of what each one is doing in manufacturing hardwoods in the same section. For years the conferences of the Michigan manufacturers have been very beneficial and other local organizations have assisted materially. Now, then, this southwestern association will not only properly affiliate in the open price conferences, but will have an organization to work out other plans necessary for its prosperity.

The getting together of twenty manufacturers as members of this new association in a section where manufacturers are scattered as they are in those two states is a mighty good omen of the need of the organization and of its future success.

Albert Deutsch, who is president of the Sabine Logging & Lumber Company, San Antonio, Tex., and Oakdale, La., and S. O. Davis of the Sabine Tram Company, Beaumont, Tex., are both progressive factors and must of necessity present a formidable pair of officers if you are not a member and live in that section.

B. B. Burns of the C. L. Ritter Lumber Company, Huntington, W. Va., president of the Hardwood Manufacturers' Association of the United States, and Treasurer M. W. Stark of the American Column & Lumber Company, St. Albans, W. Va., a leading apostle in the open price plan, and Frank Gadd, assistant to the president of the Hardwood Manufacturers' Association, assisted in the formation of this organization by suggestion and co-operation, as well as explaining in detail the efforts made by the manufacturers' association to get sectional organizations within its fold, and which Secretary Gadd visits each month and compiles the results and experiences of the past month, the sales, stock reports and other data that make the intelligent marketing of hardwood products more intelligently done because the facts are before the men co-operating.

These men also attended an open face watch meeting at Memphis, where a good, big delegation and reports indicated that interest had been lacking in some sections, at least, in the past. There are men in every craft who are backward about telling their competitors about what they are doing for fear that the other fellow will learn something. There never was so much team work in Memphis as there is today, and their influence and that of the membership in the Mississippi valley in this open price proposition is bringing out an interest that foretells more intelligent valuations on hardwoods than ever have existed before.

Along this line of talk, while riding in from an interesting golf game with W. A. Ransom the other day, he harked back to a discussion we have been holding for several years now about how much it costs to cut, skid, load and haul logs, and what the cost of the haul-up end of the mill is, and how much money had gone into the material at the tail end of the mill. I notice in visiting the boys in this section that they all have the matter in their minds because there are so many angles of cost that you hadn't counted on in the old days that it is a matter of necessity rather than wish, perhaps. But, as Col. "Wick" says:

"There is no use fooling about the matter. You have got to get next to it and fight it. I was impressed and edified recently by one of my friends in Louisville who showed me how an auditor had dropped into his office and eliminated leaks that amounted to considerable sums that hadn't been going into the cost except as a liability. It is my impression that all of us should keep up-to-date along this line. It is more important now than it has ever been."

When "Wick" gets serious he always brings out something, and reminded me of the first yarn he had ever told me of the shipment of cold storage chickens to West Virginia, and said that "if the new members of the Southern Hardwood Emergency Bureau would take a few weeks off and make some of these speeches on chickens and would be sure to get all of the dope it would surely wake us up from our lethargy on the subject of cost."

Ransom just returned from Washington and New York, and, while he enjoyed the big city, he said he simply had to leave town, and the president informed him and other good citizens of America that they had to turn the lights out. He got so used to those electric light signs in Memphis he got homesick if he didn't see them in New York.

Incidentally I am reminded of his brother, Charlie, who has been working very seriously and very hard while W. A. was east. His work was well attended to. He reported that logging crews were somewhat depleted, but they are getting out their logs just the same. They had shut down their mill at Blaine because in that cotton section every stray negro was out with his whole family picking cotton, and because flat cars didn't come in in sufficient numbers to keep both mills running, so they concluded to run the more important one at Memphis and shut down the other.

One of the men who visited with the members of the hardwood trade in Memphis was N. H. Walcott, president of the Crittenden Lumber Company, Providence, R. I., and Crittenden, Ark., had been spending some time at the mill. He entertained us the other night at Memphis with yarns about some of the eastern boys of the olden times—men who have gone before us and are now home—and some are still at the rudder of some of the successful concerns in the East. His eastern concern is known as the L. H. Gage Lumber Company, but in going through Indiana and back to Yankeedom, and then to Arkansas, he still has a keen interest in all branches of the hardwood trade because that is his business. His comment about embargoes was something worth while listening to. While like every other good American he is in sympathy with the government's needs and is only too glad to help in co-operation with it, he thinks the railroads' handling of the car situation in the past few years has added a burden to every business man, and this word "embargo," which was unknown up to a recent period, is a misnomer in several ways. It might be called a "stopper," for it practically puts the industry out of business if a man needs lumber in Massachusetts and the lumber is in the yards at Cincinnati.

Embargo

The big embargo menace in Cincinnati is still "embargoed." I notice George Cox of Ohio recently appointed our old friend Major Stubbs, who for many years was with the Southern Pacific lines and is now retired, to investigate the cause and remedy. We believe the major will assist the situation and his long experience should be beneficial, but in the long run this embargo proposition is going to be like a stepchild—never with us—until the whole business machinery in embargoes is dumped into a tumbler and the wind and water all shaken out of it. We must accept scarcity of flats, scarcity of box cars, scarcity of any kind of a darn, old car, embargo and all the rest, during the next six months. If that doesn't raise the price of lumber five dollars a thousand and put many a consumer in the ninth hole, I will be surprised.

Specifications

There is more or less comment on specifications for government business than we have mentioned heretofore, and a letter before me this morning reminds me that there are others feeling the wave caused by the president's and Uncle Sam's cabinet. Our friend who always could express himself says, in referring to specifications from Washington, that "they make them or adopt them to the book No. 79 of the issue of 1813, and they would make God sit up and take notice of his shortcomings to be able to make trees grow that will make such lumber."

I can hear some fellow bob up now and say: "This lumber trade is pro-German and it is not backing up the president." For their benefit let me remind him that the quotation given above is from a rock-ribbed Democrat with a thirty-third degree and sixty-four years old in the cause, and the reddest-blooded American citi-

[illegible] business life, and a thorough supporter of [illegible] of the kaiser," and all those who are against the present commercial policy of the United States.

And that reminds me. There have been some heads of departments and special officers at Washington, who have written a lot of fool letters along that same line. If a man wanted $105 for oak on a special grade to fit some particular bill, some secretary at Washington would write him that he wasn't patriotic, and it was his duty to sell lumber to the government for less than it cost in order to show his patriotism. To relieve the mind of some of you fellows who think everybody is a hypocrite but himself, I have two thoughts in mind. I have seen letters of that kind written by prominent men in Washington, supposed to be holding up the hand of the President.

I also learned of a new experience in one of the departments in Washington. It seemed that they needed munitions. They got a man they thought was best equipped to buy the materials and get them. He said he wouldn't take the job unless he could eliminate the red tape and either buy what he needed or take it up with another fellow that day and not wait for three weeks to have it go around to the various departments, and when he received an invoice for a car that was according to specifications, it would be paid for promptly. He acted in good faith and he was given the power to do things, and he did them. The first thing was to employ a system of modernizing the records and methods of the office he went into, and he did it so thoroughly that there is a clean desk in that office every night. And the fellows who sell him, sell Uncle Sam through this $50,000 man, who is giving his services for nothing, and is only too glad to do it, and would be working twenty hours a day if he hadn't systematized his office. He has the good will of everyone of the fellows that take contracts from him, because it is a business proposition, and he even has his job down so fine that if they weren't up-to-date he taught them how to be up-to-date and gave them the name of a superintendent who would be sure to deliver the munitions quickly.

To show you the folly of the government specifications—I learned of a recent purchase by Uncle Sam of thick red birch, to be practically one face red, 14 feet and 16 feet. Now, you know what thick red birch costs. Very little of it cuts over four, six or eight-four. This was to be used for ladder stock for ladders going over the side of the boat to let off passengers where there wasn't a dock, or for sailors to go overboard into the dinghy, or whatever they call those row boats. Why, most any four or five-inch hardwood strip could be used to good advantage. The ship carpenter who invented that ship specification years ago was all right, although he wasn't very well acquainted with how true the trees grow, and the further fact that the Lord only makes one almost clear log in 10,000.

It isn't in the spirit of criticism that we talk about these things, but they show that the men we have down there on the new committee (and these are all practical men) have further access to the councils of the bureaus that have been formed, and more of them will be sent to Washington, and, while down there they know more about the possibilities of the various trees and how they grow and what they could be cut into, it would be a good thing if specifications would be amended so that they would be practical. And still at the same time they would meet the conditions of the ship carpenter and lumberman who has the tree.

Open Price Meeting

The November conference on the open price plan at Cincinnati, Tuesday, November 20, was a bully meeting and at each session there seemed to be more enthusiasm about the data that comes from the individual.

West Virginia, Virginia, Tennessee and Kentucky were all represented. Ohio, too. One of the subjects up for discussion at this meeting as well as other sessions in the last week in the South, has been a strange coincident that all the log rules that have been built in the past years do not provide for the half inch which the present rules provide for, and the orders will be made in future rules to meet that condition.

Ed. Robinson of the Mowbray & Robinson Company in speaking on the subject said that an error in measurement both over and under where there was a shortage of several hundred feet came out in a big car from the fact that the inspector's eye is not always true or his method of not endeavoring to get the exact amount in the car brings about a thoughtlessness that means misunderstandings and besides a loss of 300 or 400 feet and $80 or $150 in a car. He said it is not a good thing to have occur because the carelessness in accounts is just as unfortunate as in cullage. He stated further: "I would think that every man can afford to check this up as a natural leak as any other that he may have, because we are very careless of our methods. I heard from some men that they are absolutely perfect, but the majority of people in handling lumber do not feel as good in the morning as they do in the afternoon, or vice versa. So the grade or quantity might vary because of this, and it is well to take it up in time."

Ralph McCracken now lives in Lexington, Ky., being sales manager of the Kentucky Lumber Company there. He has lived in Kentucky a long time, but at present is in a bad fix. He has one neighbor who likes his mint toddy pretty well, but he hasn't a mint bed. He has another neighbor who has a large and luscious mint bed which seems to be at the disposition of his left-hand brother. So Ralph has a hard time with his garden in the summer because of his friend's paths across the back yard. Fortunately it is a sociable neighborhood because the three live in unity together. The middle man caring little for Kentucky brew or mint, while his neighbors are both interested in the mint particularly, and he of course has to be neighborly and furnish the liquor occasionally as well as the path. Speaking of the lumber business, Mr. McCracken said that "we have about all we can take care of this year. Stocks are pretty well broken," and President Delaney thirty or sixty days ago stated that he didn't care if he got another order this year or not. He would just as soon add it to the lumber pile. The sales manager is still in close touch with the situation and gets the orders as usual.

Benefits from Co-operation

The announcement that the American Oak Manufacturers' Association and the Gum Lumber Manufacturers' Association would be consolidated at the annual meeting of the two associations January 17, was no surprise to the operators of this section, but it means a step to bring about one association covering the manufacture of hardwoods in the Southland. The probabilities are that the sooner all the boys get together under one roof, the greater the possibilities for future work, adding greater efficiency to the present efforts in exchanging information concerning the manufacture, sale and consumption of hardwood lumber.

A manufacturer speaking of the benefits derived from the Memphis Lumbermen's club stated that there probably wasn't a member who could not credit to the work of this association at least $10,000 a year because the men in this local field all have shown the spirit of co-operation better than ever in their history. The telephone is used to better advantage and the exchange of information is more frank, thus eliminating the jockeying that has prevailed in some parts of the industry by the lack of frankness, exchange of costs, values, stock figures, etc. The probabilities are that this step will lead to less animosity and more intelligent co-operation between all branches of the hardwood industry. Members of the various clubs were enthusiastic about the future efforts to add another leaf to their history.

I met W. H. Dick of the Tallahatchie Lumber Company, Phillip, Miss., the other day. He is both lumberman and farmer—and some farmer, by the way. He came to Memphis to sell 50,000 or 60,000 bushels of corn raised in the Mississippi bottoms. The price is about $1.65. He said, "You know Mississippi is a very productive state and the more we grow into knowing its possibilities, the more our ground will be cultivated, and the first thing you know the agricultural production of the state will bloom out to an Illinois or an Iowa.

E. H. D.

Veneer and Panel Manufacturers Meet

Enthusiastic Gathering That Laid Stress on Organization and Co-operation

THE ANNUAL MEETING of the National Veneer and Panel Manufacturers' Association at the Auditorium hotel, Chicago, December 11, sounded the keynote of better organization and more complete co-operation in order to meet the crisis brought on the country by the war. It was a war meeting. Other matters came up for consideration and other ideas found expression, but the major note that ran through the whole proceedings was war and what the veneer and panel people can do to help win it. The day's discussion culminated in the appointment of a war committee on which will devolve the duty of pointing out what the association can do in the factories to help the soldiers in the field, the sailors on the seas, and the aviators in the air. This committee was appointed with the idea that it should be representative not only of the veneer manufacturers and the maker of panels, but that it should represent regions also. The names on the war committee follow: B. W. Lord, chairman; A. E. Gorham, M. W. Perry, E. R. Morrison, D. E. Kline and R. L. Jurden.

The committee is not drawn wholly from the veneer and panel association, because it is the plan that the work of organizing for the war shall not be confined to the veneer people in this association, but shall extend to the whole industry. It was the idea of those who discussed the appointment of the war committee that the members ought to give their whole time and energy from the present time until the end of the war, and should serve without pay.

This does not mean that the work will involve no outlay of money, for there must be headquarters and a working force and adequate equipment and these will involve considerable outlay in money. The location of headquarters was discussed, but has not yet been decided. The impression prevailed that Washington was not the most advantageous place for headquarters, because that city is so congested with war business that office room and facilities are diffcult to obtain. It was thought that some central location, with regard to the veneer-producing territory would be better.

THE WAR COMMITTEE'S DUTIES

The work which the war committee will do has not been fully laid out. In fact, the committee itself is expected to arrange most of the details of its own activities; but the general work will consist in co-operating with the government in all possible ways in putting veneers and panels into service wherever they are needed. The plan, as outlined, does not consist so much in going after orders as in ascertaining how the veneer industry can help carry on the war and then organize to do that service; and that organization will include a mobilization of the resources and energies of all the men, machines, and other resources that the government may need. Through the whole proceeding, and in all the speeches there was the clear ring of patriotism above all consideration of pecuniary profits. Not a discordant note was sounded, but it was a meeting where harmony and singleness of purpose was pre-eminent all the time.

ROUTINE MATTERS

Most through trains entering Chicago on Tuesday were from two to six hours late on account of the cold and other unusual winter conditions, so that the meeting that was scheduled to begin at 9:30 a. m., did not get down to business until afternoon, because of the absence of officers and members. Routine preliminaries were

A. E. GORHAM, NEW PRESIDENT AND MEMBER WAR SERVICE COMMITTEE

B. W. LORD, CHAIRMAN WAR SERVICE COMMITTEE

D. E. KLINE, LOUISVILLE, KY., MEMBER WAR SERVICE COMMITTEE

hurried through in order to clear the deck for more essential work.

President F. A. Marshall, of Rhinelander, Wis., called the meeting to order; the roll was called by Secretary Howard S. Young, of Indianapolis, Ind. The reading of the minutes of the last meeting was dispensed with. Working committees, as follows, were appointed:

NOMINATIONS: C. H. Barnaby, E. W. Benjamin and H. E. Kline;

MEMBERSHIP: M. C. Dow, H. B. Sale and J. D. Maris;

AUDITING: W. P. Groffman, H. J. Barnard and Bruce Clark.

Treasurer E. H. Deffebaugh read the report of finances which showed a fair balance in hand after meeting the association's expenses up to date.

The buffet lunch was served by the hotel management in the meeting room, to save time.

THE GOVERNMENT'S PANEL TEST

Two government engineers, Mr. Teesdale and Mr. Hicks, from the Forest Products Laboratory at Madison, Wis., discussed the methods and purposes of the government in testing panels for war work. The tests being carried on include both glues and veneers. The glues are tried out to ascertain their water-resisting qualities, and some of the tests are quite severe, including submersion in water during various periods from a few minutes up to several days; exposure to atmospheric conditions as severe as the panels are apt to meet in actual service in airplanes, and in temperatures that cover all changes of climate. The glues so tested are in panel work, and failures are manifested in the falling apart or loosening of the veneer sheets or plies composing the panels.

The question whether the government had found absolutely waterproof glues, or whether it was trying to make such glue was not answered by the engineers who explained that there were a number of matters which they were not at liberty to discuss, and that was one of them. It was stated, however, that satisfactory glues can be had.

The tests of the veneer sheets composing the panels which go into the wings and other parts of airplanes are carried out in several ways, and for the purpose of determining a number of factors. There is a bending strength test, both with and across the grain of single sheets, two-ply, three and more ply; and similar tests of panels with crossbanding; tests for splitting, for warping, density and shearing, and tests of riveting. These matters, which are more or less technical in character, were described in detail.

MATTER OF PUBLICATION

Questions from several members sought to elicit the information whether the government intended to publish the results of its experimental work with veneers and panels, and while the replies of Messrs. Teesdale and Hicks were not positive, they were inclined to doubt whether the data would be made public, but they understood that it was for the benefit of the Signal Corps, which is a body concerned in war appliances and materials. A number of members expressed disappointment that the government should collect data so vital to veneer manufacturers and then withhold it from them. Further discussion, however, showed that the data was not yet in shape to be of benefit to panel makers, but that it would not be kept out of reach, once it is in shape to be given to those interested. It is not proper to make public experiments which are not yet complete.

The subject of airplane material came up for general discussion, not only by the engineers from the government laboratory, but by a number of manufacturers who have lately been in Washington or in communication with government officials. A good deal of information was given regarding veneer in airplanes. The work along that line is enormous. Figures showing the veneer required for airplanes are astonishing. Some members, who were recently in Washington, said that it is stated there that contracts have been let for 22,000, and probably 75,000

M. W. PERRY, ALGONA, WIS., MEMBER WAR SERVICE COMMITTEE

R. L. JURDEN, MEMPHIS, MEMBER WAR SERVICE COMMITTEE

HOWARD S. YOUNG, INDIANAPOLIS, IND., RE-ELECTED SECRETARY

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In producing our choice Walnut Lumber and Veneers for High-Class Furniture we use the old-fashioned soft Ohio and Indiana Walnut. Thirty-six years in the lumber business and twenty-five years of experience with steaming and seasoning processes have taught us how to manufacture to get the best results.

We have a special department supplying clear ribbon figured table tops, talking machine dimension stock, etc.

Prices and other particulars on request.

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Why This Trade-Mark Was Selected

LOUISVILLE FIGURED GUM TRADE MARK

EARLY in 1911, foreseeing the great possibilities of Figured Red Gum,—we had been supplying veneers and panels in this wood in moderate quantities previously—we inaugurated our extensive advertising campaign, endeavoring to enlighten the cabinet trade of the thorough adaptability of Figured Red Gum, its easy working and finishing qualities, etc.

We then began the manufacture of Figured Red Gum veneers on a greatly increased scale, cutting only the very choicest figured logs into veneers, knowing that we had a reputation to make for Louisville Figured Red Gum.

It is generally conceded that a trade mark—that important asset by which many manufacturers are best known—should be indicative of the nature of one's particular business, and "Figured Red Gum" (in circular symbol) was selected, as we had become and still are nationally known as the Figured Red Gum specialists and leading producers.

We shall be pleased to serve you.
Full sized samples on request.

The Louisville Veneer Mills, Inc.

Operating Slicers, Saws, Rotary Machines

Louisville, Ky.

more will be contracted for, and that each calls for 500 feet of veneer panels; but these figures are not official.

EFFICIENCY OF AMERICAN PANELS

The question came up whether panels made in this country and shipped across seas stand the weather conditions and meet requirements on the other side. A number of manufacturers, who were present, have shipped panels to foreign countries, some as far away as South Africa, and since not one of those shipments brought complaints, it was assumed that the panels met requirements. Some of these panels were made with animal glue and others with vegetable. Panels made in Europe and shipped to this country have not always stood up. Sometimes they have gone to pieces. It was the conclusion from this experience that American glue is as good as the foreign article.

Figures were given by Mr. Hicks to show the relative strength of several woods commonly used in this country for veneers; but these strength figures related to wood in the solid form and not to veneer; and there was no information as to whether the same figures would hold when the wood is reduced to thin sheets, for that point has not yet been determined by adequate tests.

It was pointed out by members who took part in the discussion that the enormous expansion of the uses of veneers for war purposes, especially in airplane construction, must have great effect upon the uses of this product after the war. New uses are found every day in the manufacture of war material, and when peace comes, the knowledge acquired in war can be put to use in many ways. Nothing but war could have so quickly expanded the employment of panels and other forms of veneers, and manufacturers will not be taking advantage of their opportunities if they do not make use of this expansion after the war demand ceases.

DISCUSSION OF UNIFORM COSTS

An address on uniform costs was given by W. P. Flint, secretary of the Millwork Cost Information Bureau, Chicago. He explained how the door and sash manufacturers had solved the problem of arriving at fairly uniform cost of production in factories of various sizes and working under different conditions. It was accomplished by employing accountants and experts to work out a system based on actual costs in many plants; but the scheme went further. The figures arrived at by the accountants were tested and compared with later figures from similar factories, and in course of time reliable results were obtained, and were found of great value in planning business and submitting bids. The association, represented by Mr. Flint, has 235 members, and is not yet three years old.

MANUFACTURERS FACING WAR PROBLEMS

It was decidedly a war meeting and the address by E. B. Saunders, of Boston, representing the Simonds Manufacturing Company, took as his subject, "How Manufacturers Are Facing War Problems." He stated it as his opinion that before the war ends, unless the end is nearer than most people believe, the manufacturers of

BLACK WALNUT

Ready for Immediate Shipment

First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
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Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
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No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

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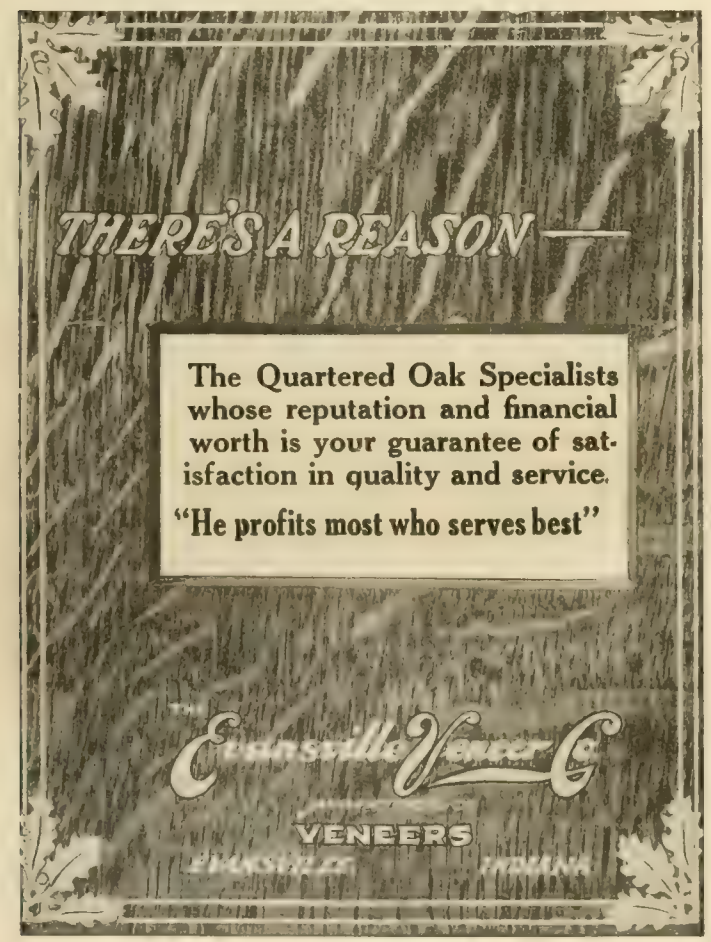


the United States will be as highly organized as are those of England at this time. There they have mobilized and are using all people and materials that can be employed for war purposes. The efficiency of their factories surpasses anything known in that remarkable country before the war. No idlers are to be found, no unproductive resource. The army at the front is backed by larger armies at home, in the fields, and workshops.

We must do the same in the United States. No man should suppose that this war can be won by the men in uniform alone. They cannot long meet the strain put upon them unless they are backed by every class and condition of people at home. It is a war of men, materials, and standardization, and the greatest of these is standardization.

We will have to meet the weeding-out process when it comes to separating the essential from the non-essential industries; and the industry which shall be judged non-essential must disappear in order that what is necessary may go ahead. The manufacturers who are abreast of the times and alive to the problems confronting us, must discover for themselves what they can do to help win victory. They must not wait for some one to find work for them. They must find it for themselves and they must let it be known what it is that they are prepared to do.

Mr. Saunders declared that thus far in the war the sacrifice in America has not been met by the ranks of laborers, but by manufacturers. They are the ones who are organizing for service and the money to finance the war is coming from them.

The appearance of women in the labor field, as competitors of men, has begun. It is claimed that in this competition three women can do the work of two men. Manufacturers must solve the labor problem within their own plants. They must protect and care for their laborers. In England, early in the war, workmen were on duty in some factories one hundred hours a week; but that was found to be a mistake, and the hours are now cut to a little more than half of that maximum, and better work is the result.

WAR PREPARATION

B. W. Lord's address was a war talk from beginning to end. The end which he held steadily in view was the winning of the war, and all his argument was devoted to that topic. He had recently spent a few days in Washington where he had a near view of war preparations. He had talked with leaders there, and came away impressed with the stupendous undertaking on which we are embarked. It will call for every ounce of our strength, and all of our energy and ability.

Mr. Lord made up his mind from what he saw and heard in Washington that the demand for veneers for war uses will far surpass any present expectations. He named a number of articles which be believed would call for large amounts of veneers, among such articles being airplanes, hydroairplanes, electric batteries, and shell and ammunition boxes. He found that prospective purchasers of veneers at Washington were not well posted

concerning the manufacturers and supplies of veneers, but were anxious to get in touch with producers of this article.

Mr. Lord discussed at considerable length the duties of the war committee to be appointed to look after veneer sales for the association. He warned against the scalper who will get contracts and then go among veneer manufacturers to buy the stock with which to fill his orders. The committee should get in contact with the mills.

F. F. Fish, secretary of the National Hardwood Lumber Association, had just returned from Washington, where he has opened headquarters for his association, and he gave an entertaining account of conditions there, from the lumberman's viewpoint. In common with all the other speakers he emphasized the necessity of better organization in order to deal with war problems.

EFFICIENT CO-OPERATION

Kenneth P. Gregg, St. Louis, Mo., spoke as an expert on the fundamentals of efficient co-operation. He based his argument on the assertion that unless efficient co-operation between all members and all divisions of an association is maintained, the association cannot be wholly successful at this time when the watchword is organization and co-operation everywhere. It is up to the veneer and panel manufacturers to show the government what they are able and willing to do in the fight now going on.

R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, was recently in Washington on business for his association, and he brought the same class of message which others have brought from the National capital—organization and still more organization. It must be brought about or there will be no success. The government has bought a billion feet of lumber for war purposes, and all has been bought from organizations, none from individuals. Formerly, the government looked with distrust and suspicion upon associations and organizations, but that day is past. The organization is now welcomed because it is needed.

Mr. Kellogg was followed by an earnest talk from Mr. Lord, who gave further ideas bearing on the absolute necessity for perfecting an iron-clad organization. He laid stress on the character of the war service committee, made up as it is, of members and non-members representative of the two industries all over the country.

The association then went on record with an undivided vote as agreeing to provide the committee with necessary money to carry on the work it was organized to do, the assessment to be made on a basis of class, according to the value of production, the maximum assessment per month being $25 and the minimum $5.

E. E. Hemingway then submitted the report for the committee on reorganization. The report was received and filed and the committee discharged.

H. E. Kline, reporting for the special grading rules committee, submitted suggestions for grading rules on veneer in the different woods. The suggested rules were adopted as the official rules of the association. A copy of these will appear in the next issue of Hardwood Record.

The nominating committee then reported with recommendations for the election of the following officers:

PRESIDENT—A. E. Gorham, Goshen, Ind.
FIRST VICE-PRESIDENT—J. D. Maris, Indianapolis, Ind.
SECOND VICE-PRESIDENT—J. T. Horne, Tuscaloosa, Ala.
THIRD VICE-PRESIDENT—N. M. Willson, Jamestown, N. Y.
TREASURER—E. H. Deffebaugh, Chicago.
SECRETARY—Howard S. Young, Indianapolis, Ind.

B. W. Lord was re-elected as delegate to the Chamber of Commerce of the United States.

The meeting then adjourned.

Strength of Panels Compared with Lumber

A panel made of sheets of veneer with the grains of the different layers crossing at right angles is considerably stronger than a board of the same thickness all in one piece. That is because wood splits more readily than it breaks. In a board, the grain all runs one way, and by splitting along that grain the board parts and becomes two pieces; but that cannot happen with a panel made up of sheets with the lines of cleavage at right angles. If one sheet splits, that next to it must break across the grain. Not only is such a panel more difficult to split than is a board of equal thickness, but it offers greater resistance to tendency to warp. The sheets with grain at right angles counteract each other's warping stresses, and the panel remains true.

Red Gum's Value for Veneer Cutting

More veneer is cut from red gum than from any other three or four woods in America, and most of it is cut by the rotary process. Two or three reasons may be assigned for the high place held by red gum. It is abundant, and its inherent qualities give it value; but there is another reason why the rotary veneer cutter holds it in esteem. The symmetrical form of the trunk makes it an economical wood to work on the rotary lathe. Little need be cut away and wasted in making the logs round, they being naturally round. Perfect sheets are produced almost from the first turn. That is an important matter in the course of a season's run, for the heaps of waste and of imperfect sheets are reduced to a minimum.

That would not be the case if red gum bales were lopsided and ribbed, as some of the cedars, birches and maples are. It might be necessary to cut away nearly half a log before a perfect sheet of rotary veneer could be obtained. There are other woods as symmetrical in form as red gum. Among such are yellow poplar and tupelo gum. The cutting of rotary veneer is more exacting than is the ordinary sawing of lumber; for a log may be repeatedly turned, if of irregular form, in order to get the best lumber, but

"EASIMOOV"

The Veneer Tape that is "Up to the Second" can be removed instantly after having served its purpose, without being sanded. Saves time and expense.

Write for sample coils

IDEAL COATED PAPER CO.
The Veneer Tape Specialists
MAIN OFFICE AND MILLS, BROOKFIELD, MASS.

The Dean - Spicker Co.

Manufacturers of

VENEERS

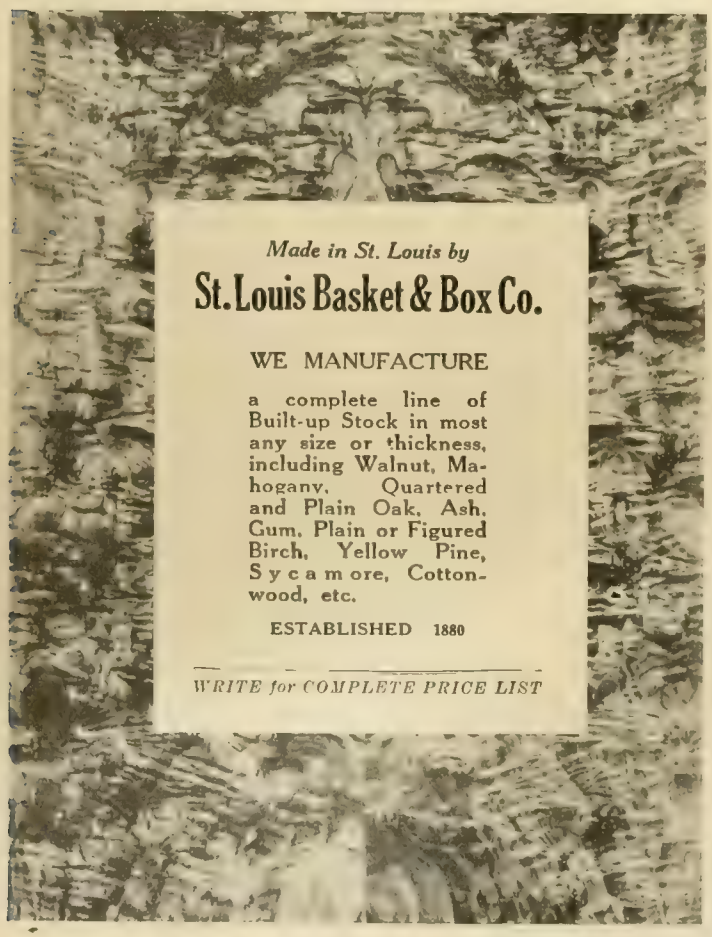
Oak—Mahogany—Walnut

AND

LUMBER

22nd St. and So. Crawford Ave.

CHICAGO



the veneer sheet must go round and round from the beginning to the end of the operation, and it is important that the log be of regular form if it is to yield a high percentage of merchantable veneer.

Veneer Notes

At Conway, S. C., the Veneer Manufacturing Company has been incorporated to manufacture panels and box shooks.

The Mississippi Veneer Company has been incorporated at Lexington, Ky., with a capital stock of $50,000.

An involuntary petition in bankruptcy has been filed by the Kansas City Column & Panel Company, Kansas City, Mo.

The Breece Handle Manufacturing Company of Portsmouth, O., which operated a handle factory at Kenova, W. Va., has been reorganized at the latter place and will be known as the Breece Veneer Company. The company is incorporated at $100,000, the officers being: J. T. Breece of Portsmouth, president; C. O. Breece, Portsmouth, vice-president, and H. T. Breece of Kenova, secretary and treasurer. In addition to these, the incorporators are: M. H. Shumway, J. M. Gharam and W. B. Anderson of Portsmouth.

The Kenova handle factory will be used by the new concern, in which high-grade veneers will be manufactured.

More veneer is made from red gum than from any other two woods, and Arkansas leads all other states in gum veneer, though twenty states contribute to the supply.

The quantity of white oak manufactured into veneer is four-fold greater than red oak. The largest production of white oak veneer is credited to Ohio, with Tennessee second. Wisconsin leads in red oak veneer.

Ten or more imported woods are listed as veneer material in this country, but more is made from mahogany than from all other foreign woods combined. Spanish cedar stands second. Practically the whole of the Spanish cedar veneer is worked into cigar boxes. The veneers of ebony, rosewood, satinwood and Circassian walnut do not aggregate one-half as much as is cut from Spanish cedar alone.

The stock sawer in many a factory can make of himself either the most valuable or the most expensive workman in the place.

Grinding planer knives so hard that the edge is blued from the heat is a splendid way to get them back at an early date. Don't do it. It is a detriment to the steel, and when the edge crumbles, as it surely will, the smoothness of the stock will crumble with it.

The fact that the enterprising mill manager is never thoroughly satisfied with the best skilled employe, is a spur to greater effort and progress, and to that extent may be regarded as useful, yet it may get hard on the nerves and, occasionally, the tired workman may feel that he has a full measure of appreciation and could enjoy resting on his laurels for a minute.

Inspecting stock as it goes from the mill has a great deal to do with the reputation of a mill. A good inspector is a rarebit. The man taking stuff from a machine should turn every board over to see if both sides are perfectly cut and both ends of matched stuff cut clean and straight. A tight guideblock makes a nick on the first end and a loose one on the last end, and a loose pressurebar on the lower knife makes rough work, variable thicknesses, and a nick the whole width of the board when going out. A loose top bar makes wavy and uneven thicknesses of anything. The immediate report of the inspector should correct these faults.

The Lumberman's Round Table

Figured Gum in Window Panels

One of the most effective ways in which to use figured gum is in the construction of panels for show windows. The modern merchant knows that his windows are his best salesmen, and he dresses them up accordingly. Usually it is desired to have a handsome figured wood to form a suitable background for good-looking merchandise, and figured gum certainly serves a purpose here.

One of the leading shoe stores in Chicago has windows which are trimmed in figured gum, and finished in oil, without varnish or stain. The result is that the natural color of the wood is brought out, and the appearance is elegant and appealing. Circassian walnut in its palmy days never had anything prettier to offer than this particular installation of gum.

Fixing the Responsibility

A lumberman who recently broke down under the strain of handling too many details has decided that the best plan for him to pursue hereafter is to find one man big enough to handle an entire operation, and put it up to him to do so, taking the responsibility for the success of the work.

This manufacturer, who has had to deal with the general management of the enterprise, including office work, financing and sales, also attempted to watch all of the various departments connected with the mill; and the result, as stated, was that he broke down under the burden. A real superintendent, who could have assumed the entire task of running the mill, would have relieved him of all of this, and at the same time probably would have got better results than, in reason, could be secured by a man who has his mind crowded with dozens of other matters.

For example, it is hard for the head of the business to watch such details as log buying, inspection, the daily cut, the placing of cars, and all the other details which fall to the lot of the superintendent. Even though he has a department head who is immediately in charge of certain matters, he himself must think about them and supervise them to a considerable extent; and that is extremely difficult. The other plan is not only easier, but better, and gives each man a chance to do his best work, without having to worry with details which could be handled more effectively by someone else—the man on the job.

The lumberman referred to has had to pay a high price for his experience, but he realizes now that the lesson was worth learning. A proper organization involves the idea of distributing responsibility, and then making those to whom it is delegated respond to it.

Making Use of Motor Trucks

Lumber concerns which are using motor trucks are rapidly learning, in common with those in other lines, that there is more to getting value out of motors than is represented in the latter's ability to cover the ground rapidly. That is, the lumber must be handled efficiently, and the idle time of the truck held to a minimum if the investment is to prove profitable. That is because the truck represents more capital than horses and wagons, and the lumberman cannot afford to have this large amount of capital stand idle, as it must do when loaded in the ordinary way.

For this reason many lumbermen who are using trucks have equipped them with rollers, by means of which the lumber is rolled forward from stands or wagons on which it has previously been stacked. This enables the loading operation to go on while the truck is out of the yard, so that when it returns, the load is ready for it and can be rolled right onto the body without delay. The rolls are geared to each other, the gearing being arranged in such ratios as to enable the rolls, cranked by hand, to be turned easily by one man. Usually a man gets at the crank on the truck and another at that on the yard-wagon or stand, and the big pile, which may weigh five or six tons, is transferred without delay.

If the lumber is to be delivered onto the ground, it can be rolled off in the same way, a chain, fixed with one of the patented clamps which have come into use, holding it together. Or, in the case of wide lumber, especially rough stock, sticking it at alternate ends every few courses holds it together and enables it to be dumped without chains.

A good many hardwood yards are developing local or city business of sufficient proportions to justify them in using trucks, and they are studying this question and experimenting in various ways. For instance, one yard in the Ohio valley has recently been using a truck made of a Cadillac pleasure car chassis. If it gives good results, a commercial car will undoubtedly be installed. But the right handling methods should be worked out when the truck is bought if it is to be worth while.

Too Easy to Get Credit?

The remark is often made that one of the reasons why overhead expenses are greater in the lumber business than they ought to be is that it is too easy for those who do not deserve credit to get it.

This is another way of saying that the lumberman who books an order without scrutinizing the credit hazard involved is introducing an element of speculation into his business.

Cases are frequently noted where a lumberman, knowing that the buyer is not a good credit risk, will nevertheless ship the lumber, if the price at which the order has been booked is attractive; and on the other hand, if the item sold happens to be a slow mover, the order appears so alluring that the credit end of the transaction is almost lost sight of.

Of course, when business is good, as it has been of late, the lumberman is in a position to choose his customers with more circumspection, and those who have a reputation for discounting their bills naturally get most consideration. But ordinarily the hardwood concern is compelled to do a lot more worrying about its accounts, and to accept a much higher proportion of paper, than is the rule in many other businesses.

In contrast to this, it should be noted that the hardwood manufacturer pays cash for most of the things which he buys. His timber is paid for as soon as it is delivered at the railroad station, and before the logs are received at the mill. Those who are jobbing lumber usually pay for it when it is taken up at the mill, and sometimes as soon as sawed and put in the pile for their handling. Freights don't permit much extension of credit, and labor is an item that demands cash every Saturday night. The only place where the lumberman has a chance to do business with the other fellow's money—which is what use of credit really means—is in connection with minor accounts for supplies, which are a small fraction of the total cost of operation.

Consequently, it looks as if the lumberman who is an "E. Z. Mark," when it comes to extending credit ought to apply the same methods to customers as he must adopt when buying himself, and endeavor to make the account one that will be liquidated promptly. You can't figure profits ahead of collections.

The Portable Units

The portable sawmills of the country, while individually small and insignificant, in the aggregate constitute quite an item in hardwood production, and there is every indication that this winter will be unusually busy among them. The demand and the good prices for many items will serve to stimulate activity among portable mills. A large part of their product is for local consumption which has the effect of reducing the demand for the lumber of the open market. They are beginning to look somewhat beyond this, however, and to become factors in supplying dimension stock and especially items for wagon, vehicle and implement work. Some of them have excellent timber available and while the quantity may be limited, the quality is there and those needing the product of this timber may well get in touch with the portable units to the end that most of it may be conserved for the best uses.

Illustrating James E. Stark & Co., and Memphis Veneer & Lumber Company

1—BIRDSEYE VIEW OF YARD OF JAMES E. STARK & CO. AT MEMPHIS; 2—INTERIOR OF OFFICE OF JAMES E. STARK & CO. AT MEMPHIS; 3—VENEER SAWING DEPARTMENT OF MEMPHIS VENEER & LUMBER COMPANY AT MEMPHIS.

Modern Hardwood Operations

James E. Stark & Co., Inc., and Memphis Veneer & Lumber Company

The name of Stark has been associated with the early history of the country, as well as the lumber industry of the United States.

The subject company of this sketch, James E. Stark & Co., Inc., manufacturers of hardwood lumber, mahogany and veneers, has been in the lumber business from the time when the center of this industry was in Albany, N. Y., has followed the westward and then the southward trend of the lumber trade, for the past twenty years, has made itself a potent factor commercially, and to-day is representative of the highest type of development in the manufacture and marketing of hardwood lumber, which includes oak, ash, poplar, mahogany, and all southern hardwoods, as well as sawn veneers, oak flooring, and other forest products.

Main Office, Memphis

Saw Mill and Powerplant Memphis

Veneer Plant and Warehouse

Modern Dry Kiln, Capacity 250 M Ft. Memphis.

A SAMPLE OF OUR RED OAK

The firm has a band sawmill of 50,000 foot capacity, located in Memphis, and a band sawmill with a capacity of 30,000 feet at Dyersburg, as well as a veneer plant at Memphis which produces 50,000 feet of sawn veneers daily. The illustrations can convey only a partial idea of the very large and continuously expanding operations.

This company has the one ambition of increasing efficiency, thereby giving the trade a higher standard of product at a lower cost of production and a relatively lower market price. It operates its own logging equipment, including skidders and log loaders, and with every facility for producing high-grade stock, its modern methods of kiln and air-drying the products, it should commend itself to all who are buyers of hardwood lumber.

One of its affiliated companies is the Memphis Veneer & Lumber Company, manufacturer of lumber and veneers, and another is the Memphis Hardwood Flooring Company, manufacturer of oak flooring. Both are located in Memphis.

The personnel of James E. Stark & Co., Inc., is made up of thoroughly practical lumbermen in each department. James E. Stark, the president and executive head, is well enough known as a practical lumberman to need no further introduction. M. C. Raymond, vice-president, came up through the ranks of the lumber industry in the producing end of the business, having been connected with several of the older houses, at one time operated a mill, and is in full charge of the operating end of the business. John E. Walsh, treasurer and sales manager, has been associated with the company for a good many years, and has become an expert in the marketing of hardwood lumber, veneers and oak flooring. He is thoroughly acquainted with the requirements of the different lines of consuming trade, and is so well and favorably known by that trade that they have learned in trusting to his judgment in filling orders, that they will be given most careful and painstaking attention. Under Mr. Walsh and associated with him in handling the sales are J. E. Thomas in charge of lumber, and J. C. Steele in charge of veneer, both of whom are practical lumbermen from the school of experience, and who spare no efforts to handle orders to the satisfaction of the trade. E. M. Slattery is another graduate from the school of lumber experience, con- [illegible] with this department, spending his time on [illegible]

Memphis Yard and Loading Dock

Log Yard and Saw Mill Memphis

Saw Mill and Derrick Dyersburg

Another View of Dyersburg Yard

road calling on the customers. The shipping department, with a corps of competent lumber inspectors, is in charge of H. C. Roeske, who is one of the most practical lumbermen in the industry, and who has been an inspector in the past of very high standing, and is now a director in the company. E. A. Okerbloom, secretary, is a product of the lumber industry of Chicago, where he gathered more experience in lumber credits, through the varying vicissitudes of the trade, than would have been possible in any other trade center. He is an encyclopedia of the lumber financial trade, and is broad and liberal in his views of the practical side of granting lumber credits. No customer has had cause to complain of either his judgment or treatment in this department. He is in charge of the financial end of the business, and his department is conscientiously and thoroughly handled. Another practical and efficient manager of the business, and this story would not be complete without mention being made of him, is C. E. Somers, local manager at Dyersburg, who is a sawmill man of long experience, and whose judgment is considered of the highest value in all matters pertaining to the production of hardwood lumber, and whose efficient management has enabled the reputation of high-grade Tennessee hardwoods to be fully maintained.

All department heads of this company are men in the prime of life and the most productive period of their lives, and we may look for far greater accomplishments in the future.

The Mail Bag

B-1148—Persimmon and Dogwood Squares

Marvell, Ark., December 1.—Editor HARDWOOD RECORD: Can you tell us where we can find a market for persimmon and dogwood squares?

B-1149—Cherry Wanted

New York, N. Y., November 28.—Editor HARDWOOD RECORD: We are after some 4/4 and 5/4 firsts and seconds cherry and probably you can advise us where we can purchase this stock.

B-1150—In the Market for Hard Maple

Pittsburgh, Pa., December 1. Editor HARDWOOD RECORD: We are trying to find the following: 1,000 ft. lin. 6x6 FAS and 300 ft. lin. 8x8 FAS hard maple, dry. Can you place us in communication with dealers who handle this class of stock?

B-1151—White Pine Needed

Philadelphia, Pa., December 1.—Editor HARDWOOD RECORD: We are in the market for one or two cars 4/4 plain sycamore, preferably steam kilned, and about 400,000 feet 4/4 white pine, box shorts or similar grade. We would be pleased to hear from mills able to make delivery.

B-1152—Dimension Stock

Chicago, December 1.—Editor HARDWOOD RECORD: We are in need of the following dimension stock, and would appreciate it if you can get us in touch with people who might be interested: Basswood, poplar or pine:

No. 1	No. 2	No. 3
3/8 x 18½ x 44½	3/8 x 16 x 41½	3/8 x 17 x 35½
3/8 x 11½ x 44½	3/8 x 10½ x 41½	3/8 x 11½ x 31½
3/4 x 11½ x 18	3/4 x 2 x 41½	3/4 x 11½ x 16
3/4 x 2 x 44½	3/4 x 10½ x 15	3/4 x 2 x 35½
3/4 x 2 x 15	3/4 x 2 x 13	3/4 x 2 x 14
No. 4	**No. 5**	**No. 6**
3/8 x 16 x 32	3/8 x 14½ x 26½	3/8 x 14½ x 26½
3/8 x 10 x 32	3/8 x 10 x 26½	3/8 x 11 x 26
3/4 x 10 x 15	3/4 x 10 x 14	3/4 x 11 x 13½
3/4 x 2 x 32	3/4 x 2 x 26½	3/4 x 2 x 26½
3/4 x 2 x 13	3/4 x 2 x 12	3/4 x 2 x 11

B-1153—Wants Market for Small Pieces

Dickson, Tenn., December 5.—Editor HARDWOOD RECORD: We are manufacturing 1" plain oak lumber tent sticks for the government. The shortest length they use is 16". We find we have quite a lot of good clear pieces which are 1" and 1½" wide, shorter than 16", and write to ask if you know of any consumers using this kind and ask you to give us a list. We could cut this up any length and remanufacture for width if we could find the proper consumer.

Anyone in position to use this material profitably can have the address of the correspondent on writing HARDWOOD RECORD.—EDITOR.

B-1154—Has Cherry For Sale

Brookline, Mass., December 6.—Editor HARDWOOD RECORD: Do you know if any of the airplane people can use cherry? If so, could you tell me the grades and the thickness, and who is using it? I have just taken up a block of very nice cherry.

Anyone interested in cherry for this or other purposes, can probably locate a good source of supply through this letter.—EDITOR.

B-1155—Wants Built-Up Stock

London, E. C., November 14.—Editor HARDWOOD RECORD: We shall be glad if you could put us in touch with manufacturers of American three-ply wood. We want stock 3, 4, 5, and 6 m/m thick, but the bulk of the order will be 3 and 4 m/m. The sizes will be 48" x 48", if possible, but smaller sizes would be taken to suit the mill. The inquiry we have is for a large quantity.

Clubs and Associations

North Carolina Foresters to Meet

The eighth annual meeting of the North Carolina Forestry Association will meet at Wilmington January 25, 1918. The people of North Carolina have taken hold of their forestry matters in an energetic way and are giving special attention to educating the school children along that line.

Gum and Oak Associations Plan Consolidation

Plans which have been under discussion among lumbermen for some time, looking to the amalgamation of the interests of hardwood producers "into a comprehensive organization which would retain the present functions of the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association and at the same time permit wider activity in a greater field of endeavor," are rapidly coming to a head and indications are that the two associations at their annual meetings to be held here the third week in January will complete the steps already taken in this direction.

The committee appointed to handle all the preliminary details made a report to the boards of directors of the two associations at a meeting held in Memphis, December 1, and the board of each unanimously accepted the organization plan and ordered it transmitted to the members of the two associations. The final movement is therefore clearly up to the general membership of these two bodies at the annual meetings.

The full history of the negotiations so far conducted and the present status of the movement are contained in the following letter, which has been mailed to all members of the two associations by J. T. Kendall, secretary of the Oak Manufacturers' Association, and C. E. Van Camp, acting secretary of the Gum Lumber Manufacturers' Association:

Last June an informal meeting of lumbermen was held to discuss the advisability of amalgamating the interests of the hardwood producers into a comprehensive organization which would retain the present functions of the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association and at the same time permit wider activity in a greater field of endeavor. A committee of fourteen representatives was chosen from the two associations and this committee organized as follows: W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss., chairman; M. B. Cooper, Three States Lumber Company, Memphis, vice-chairman, and R. L. Jurden, Penrod, Jurden & McCowen, Inc., Memphis, secretary. The other members are: E. A. Lang, president of the American Oak Manufacturers' Association, Chicago; H. B. Weiss, president of the Gum Lumber Manufacturers' Association, Memphis; James E. Stark, R. M. Carrier, E. O. Robinson, J. W. McClure, W. C. Bonner, F. K. Conn, R. H. Darnell, W. H. Dick and B. F. Dulweber.

This committee has held several meetings, and, following that held in Memphis Saturday, December 1, it reported to the board of directors of the two associations the following resolutions:

WHEREAS, Discussion develops that a material saving in time, effectiveness and expense can be accomplished by centralizing the activities of the oak and gum associations into one strong and comprehensive organization, and

WHEREAS, There has been recently presented to the American Oak Manufacturers' Association a petition requesting that the constitution of that organization be broadened to permit the exploitation of other woods of contiguous growth, indicating thereby a popular demand by southern hardwood manufacturers for one general organization to handle hardwoods, and

WHEREAS, Your committee believes that this consolidation can be effected without the loss of the good will and prestige which have been gained by both associations through their advertising campaigns and other activities, therefore be it

RESOLVED, That the board of directors of both associations present to the membership of each association at their next annual meeting this matter for their consideration and approval.

The organization plan was then presented, fully discussed and unanimously accepted by the boards of the two associations for transmission to their respective members in accordance with the requirements of the by-laws and constitution under which the associations are now working.

At the annual meeting of these two associations to be held here in January, the matter will be brought up for final decision and it is to be hoped that every member of the two associations will attend these meetings and express his sentiments on the subjects. It is the biggest movement undertaken by hardwood producers in the history of the industry and should be given much thought and decisive action at the proper time.

The name of the new organization, the field it will cover, the hardwood items it will champion and all other essential details will receive the attention of the two annual meetings after they have adopted the foregoing recommendations of the committee and the boards of directors of the two associations.

Memphis Lumbermen Take Steps to Improve Living Conditions of Their Employes

Improving the living conditions of their labor and thus preventing a further exodus of negroes from Memphis to other parts of the country was one of the principal subjects engaging the attention of members of the Lumbermen's Club of Memphis at the last meeting held here some days ago. And, because it was impossible at that time to go into the subject in detail and to work out means of bringing about such improvement, this subject will be the principal one coming before the meeting of this organization Dec. 8.

There was a special meeting of the club held Nov. 14 at which representatives of the Southern Industrial Race Elevation Association appealed to members of the former to co-operate with the latter in the efforts now

being made to "keep Memphis negroes in Memphis." These representatives suggested that living conditions of the negroes might be substantially improved if members of the club co-operated with this organization which holds the leadership of the negroes in this part of the country. The lumbermen concurring in this view, a special committee was appointed to take the subject up further, composed of S. B. Anderson, chairman; J. O. Goshorn, C. R. Ransom, R. J. Lockwood and A. E. Mahannah.

This committee, through Col. Anderson, brought the subject to the attention of the regular meeting. Mr. Anderson said that there were several ways in which the condition of the negro labor employed in sawmills and lumber camps might be improved. He suggested that coupons be issued by lumbermen employing negro labor, coupons that could be used in buying goods at substantially lower prices. He said that this would prevent installment-plan buying and that it would also prevent the negroes from getting into debt and falling into the hands of the deputy sheriffs. He also suggested that, if the coupon plan did not prove practicable, stores might be maintained at the mills and camps where negroes could secure their provisions and other supplies at reasonable prices.

Mr. Anderson asserted with some emphasis that, if the lumbermen did not take steps to improve the living conditions of their labor, they would soon have no labor. He thought the deputy sheriff problem was the most serious and said that it was up to the lumbermen to give the authorities to understand that they would not, even for a moment, countenance the robbery of their labor through so-called legal processes. He mentioned the road tax law, whereby every man between certain ages must either work so many days on the roads or pay a commutation tax of $3.50. He declared that the collection of this road tax furnished the deputy sheriffs with an opportunity which they improved to the utmost, as shown by the fact that whereas the original bill was only $3.50, it was run up to $7.90 if it became delinquent and passed into the hands of the deputy sheriffs.

Mr. Anderson arranged for representatives of the Southern Industrial Race Elevation Association to address the meeting of the club, but there was a misunderstanding on the part of the proposed speakers regarding the hour and the club deferred definite action until these men can appear and explain to the lumbermen something of the difficulties under which negro labor is operating and something of the problems which must be solved if Memphis negroes are to be kept at home. The club is keenly alive to the importance of taking definite and tangible measures to prevent further inroads on the labor supply of this city and section and the subject will be handled vigorously at the next meeting.

"What is 'invested capital'"? is another question that was brought prominently before the lumbermen when S. B. Anderson, chairman of the law and insurance committee, read a letter from Daniel C. Roper, commissioner of internal revenue, asking that he call together several representative lumbermen and write him their ideas regarding their interpretation of the term "invested capital." Mr. Anderson had prepared a reply to this official and, after considerable discussion, which showed a rather wide divergence of views on the subject, it was decided by unanimous vote that this should be forwarded as expressing the sentiment of the entire club's membership. The reply, which had been held up pending such endorsement, follows:

After a careful study of the provisions of the bill and discussion of the different paragraphs, the consensus was that as applied to the lumber manufacturing business, the capital stock and surplus shown on the books and in actual use in the business, should be figured as invested capital. This invested capital consists of mills, necessary equipment for operating mills and lumber yards, stock of logs and lumber on hand, receivables and timbered lands. All these items are essential to the successful operation of the business. There is no item that can be eliminated.

The opinion of the lumbermen in consultation was that the surplus used in the business is a part of the invested capital, the same as the amount of money paid in as capital stock. Some of the concerns have comparatively small capital and are operating very largely on the surplus instead of increasing the capital stock in accordance with the demands of the business. In such a case, it would be palpably unjust to figure "invested capital" without figuring in the surplus, which is very largely instrumental in the conduct of the business and largely responsible for the earnings of dividends.

Owing to the fact that the value of a sawmill depends entirely on the ability to secure a continuous supply of timber, it has been the practice of lumber manufacturers to charge off a considerable per cent of the cost of plants each year. If this practice should not be followed and the mill should not be charged off to profit and loss before the supply of timber is exhausted, at that time an asset would appear on the books which would be of very little actual value. A sawmill without a supply of timber has only a wreckage value. It is contended by some of the manufacturers that in addition to the capital stock and surplus shown on the books and invested in items named above, a fair valuation should be placed on the plant regardless of the fact that the value carried on the books is considerably less than the actual cost of the plant. This item, together with the capital stock and surplus, should show the invested capital.

Six applications for membership were filed at this meeting. They were referred to the committee on membership and will be voted on at the next meeting. There has been a remarkable growth in membership since the club resumed its sessions this fall.

The attendance at this meeting was the largest in quite a long while. Ralph May presided. The usual luncheon was served.

The Hardwood Campaign

The Northern Hemlock and Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association have outlined a definite program for their campaign in supplying the government. They are prepared to supply and expect to supply wood for the following purposes: Boxes and crates, saddle trees, portable houses, gun stocks, airplanes, escort wagons, auto trucks, ship timbers and finish, cot material, tent poles and parts, target practice supplies, and artillery wood.

A Call to Lumbermen

The executive committee of the National Lumber Manufacturers' Association, the members of which committee are R. B. Goodman, R. H. Downman, J. W. Blodget, C. A. Bigelow, J. W. Embree, Edward Hines, Charles S. Keith, A. L. Paine, and W. H. Sullivan, has sent an appeal to all persons engaged in the lumber industry in the United States, putting up to them the problems which the war has brought forward for solution. The call follows:

It is only by greater co-operation as this co-operation is organized in the associations of manufacturers and dealers that the lumber industry can intelligently, promptly, and efficiently respond to the demands made upon it by the administration of this war.

In addition and paramount to the normal functions of association work in times of peace, are now new and ususual tasks in which we have no established precedents to guide us. The old channels of trade are rapidly shifting in all industries, including our own. The scope of our association activities must now cover many new fields, meet many new conditions, solve many new problems, disseminate an entirely new propaganda. The associations must, through their secretaries, officers and boards of directors, enlist every member in a closer unity than has ever yet been attempted within and between the great lumber producing regions of the country. We must earnestly and collectively begin the task of eliminating industrial waste, increasing production efficiency, economizing distribution; we must summon collectively the best experts in our ranks to fit our products to the constantly arising new demands of our army and navy. Already we have begun to meet these new demands through the formation of emergency bureaus in the different producing regions working in co-operation with the lumber committee of the Council of National Defense. Our response has been prompt and our meeting of the government needs is already a record for us to take pride in, but what has been done is simple and comparatively small compared to what we will be called upon to do as the intensity of the war administration develops as it must be developed to win the war. For our industry to meet these new problems as they arise necessitates an unprecedented demand on the part of our associations and upon the time and thought and energy of individual lumbermen. Subscriptions, assessments, and dues will no longer meet the situation. Every member of every association in the industry must do his part by attending the regular meetings, willingly and earnestly serving upon committees, making what may appear to be sacrifices in the matter of valuable time in carrying on this co-operative work.

No longer can salaried secretaries and, in some cases, a mere handful of principals carry on the co-operative work of the industry, however liberally they may be supplied with funds. Every association member must put the same intelligent effort and untiring energy into his association work that he puts into the operation of his private business.

While we make this plea as an appeal to individual patriotism it might also be made as an appeal to your individual and private interest. For all that you have and all that you gain is dependent no longer so much on your individual effort as it is upon the success of your co-operative work. This is true of your day's business, of your prospects for the coming year and of the ultimate future of your operation; it is true in a still greater sense of your immediate and of your future career as a loyal American citizen.

You are needed at more meetings than you ever have dreamed of attending; you are needed for more association work than you have ever before felt you had time to give and the services that are needed from you are not perfunctory in character, but call for the best you have to give.

And you manufacturer, and you dealer in lumber who are not association members have plainly before you now in our great need of industrial co-operation and efficiency no possible excuse that can justify you in shirking the obvious duty of co-operating with your brothers in our common industry.

Southern Lumbermen Discuss Car Shortage

The shortage of cars for handling logs to the mills as well as for handling the outbound shipments of lumber from points in the South is going to be brought as forcibly as possible to the attention of the proper authorities at Washington in the immediate future with a view to securing relief for hardwood lumber manufacturers and those engaged in woodworking lines south.

This was decided at the joint meeting at Memphis, Friday, November 30, of the governing board of the Southern Hardwood Traffic Association and members of the Southern Logging Association. Fifty-five lumbermen were in attendance from Arkansas, Tennessee, Mississippi and Louisiana, and it was agreed that authentic information should be compiled showing how lumber mills throughout the southern hardwood field are threatened with suspension of operations because of the shortage of cars and that this information should be submitted to officials in Washington with a view to having more cars diverted into the South.

Twenty manufacturers who attended the meeting agreed to assist in the compilation of data bearing on the shipping situation and the position of the mills with respect to log supplies and they further agreed to go to Washington to place the whole question properly before the authorities. They are:

J. W. Dickson, president of the Valley Log Loading Company; R. L. Jurden, Penrod, Jurden & McCowen, Inc., and a member of the Southern Hardwood Emergency Bureau; John W. McClure, Bellgrade Lumber Company; W. H. Russe, Russe & Burgess, Inc.; C. B. Dudley, Dudley Lumber Company; J. F. McSweyn, Memphis Band Mill Company; R. E. Dickerson, Frank May, May Brothers; Frank B. Robertson, Ferguson-Palmer Company, Inc.; F. T. Dooley, Dooley Lumber Company; Robert Stimson, Stimson Veneer & Lumber Company; W. A. Ransom, Gayoso Lumber Company and a member of the Southern Hardwood Emergency Bureau; and James E. Stark, James E. Stark & Co., all of Memphis; J. E. Swanson, H. B. Richardson and Paul Smith, of Helena, Ark.; Frank F. Fee, Dermott, Ark.; W. B. Morgan, Morgan Veneer Company, Pine Bluff, Ark.; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss., and a member of the Southern Hardwood Emergency Bureau; and A. S. Johnson, of Winnfield, La.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic

Association, was instructed at the joint meeting to proceed to Washington to prepare for the committee's visit. He will ascertain what is necessary to be done to obtain relief, so that the committee will be in position to take the most effective means possible to accomplish the purpose of the visit. Mr. Townshend left December 4 for Washington. Meantime the committee will begin the compilation of the data bearing on the subject at issue and will respond immediately to a call from Mr. Townshend to come to Washington.

The report to be compiled by the committee will not only show to what extent hardwood manufacture is being forcibly curtailed through the shortage of cars, but it will also show how many government orders in the hands of hardwood manufacturers are being delayed through lack of the necessary cars for handling raw material to the mills. The committee will also, in accordance with a motion offered by John W. McClure, prepare statistics showing the enormous quantities of hardwood lumber on hand at present at the mills, as result of shortage of equipment for its transportation, and will also show how vast are the requirements of the government for hardwood lumber.

Reports made to the meeting showed that logs are piling up along the lines of railway in the southern hardwood region because of inability of the railroads to furnish transportation to the mills and that lumber plants, in consequence, are operating with only a scant supply of logs on hand. They also indicated that many of the mills are being forced now to shut down at intervals because they have to await logs before they can operate.

J. W. Dickson, president of the Valley Log Loading Company, said that his firm had been seriously handicapped all autumn through car shortage and that part of its machinery would have to suspend operations because there are not sufficient cars to keep the loaders busy. He said that it had been impossible to operate the equivalent of two full weeks on the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern the entire fall.

W. B. Morgan of the Morgan Veneer Company, Pine Bluff, Ark., reported the car supply in the Pine Bluff district wholly inadequate with the result that many mills were on the verge of a shut-down.

Operators of mills in the country districts declared that they have large quantities of fuel wood ready for moving and no cars in which to move it. It was decided that efforts should be made to secure cars for handling this fuel wood with a view to relieving the coal shortage.

Transit arrangements also came in for much discussion. Under present plans lumber manufactured from certain logs must be shipped out over the line of railway which brought in the logs. It was agreed that some modification of this arrangement would be necessary during the period of the war, since any effort of the roads to insist on the terms of this transit agreement would render ineffective, a general distribution of cars among all the roads. This will also be taken up with the authorities at Washington.

Walker Wellford of the Chickasaw Cooperage Company and president of Associated Cooperage Industries, gave it as his opinion that the car supply in the South would not be materially increased until more export freight is moved through the gulf ports. He declared that South Atlantic and gulf ports have been practically abandoned since the beginning of the war, with tremendous resultant congestion of freight cars enroute to North Atlantic ports.

Frank F. Fee of the Fee-Crayton Hardwood Lumber Company suggested that proper thought be given to the building of cars for logs and lumber to give greater capacity.

Elliott Lang of R. J. Darnell, Inc., recently returned from Washington, said he had enlightened the Car Service Commission on the car situation south as affecting hardwoods and that some relief had been promised.

Other lumbermen back from Washington reported that the government is anxious that hardwood mills be operated continuously at full capacity because their operation is regarded as a vital factor in the successful prosecution of the war.

E. O. Davis, acting secretary of the recently launched Southwestern Manufacturers' Club, Beaumont, Tex., announced that that organization would co-operate in any movement looking to relief from the present unfavorable car situation.

The opinion was freely expressed during the meeting that the railroads are not doing their utmost to furnish relief. Complaints were registered on the score of delays in placing empties, of pulling loaded cars, of poor handling, of insufficient switching and of other deficiencies in the management of the roads. These complaints, substantiated by relation of actual experience in this respect, will be embodied in the report to be submitted to the Car Service Commission and the Interstate Commerce Commission at Washington.

The need of a representative of the Southern Hardwood Traffic Association in Washington for the period of the war was discussed favorably but action thereon will not be taken until the next meeting of the board of governors of this organization.

Transportation Committee Meets

The transportation committee of the National Lumber Manufacturers' Association met December 1 at the Lumber Exchange building, Chicago, and the following representatives were in attendance:

California Redwood Association—W. R. McMillan.
Michigan Hardwood Manufacturers' Association—J. C. Knox.
Northern Hemlock & Hardwood Manufacturers' Association—A. L. Osborn.
Southern Cypress Manufacturers' Association—E. W. McKay.
Southern Pine Association—A. G. T. Moore, W. T. Hancock, F. G. Wisner, G. F. Thomas.
West Coast Lumbermen's Association and Western Pine Manufacturers' Association—L. S. McIntyre.
North Carolina Pine Association, Northern Pine Association, Western Carolina Lumber & Timber Association—Represented by W. A. Wimbish.
National Lumber Manufacturers' Association—R. S. Kellogg.
National Association of Box Manufacturers—Jas. C. Jeffrey.

The main purpose of the meeting, as announced in the call, was the consideration of the tentative final report of Examiner Esch under I. C. C. Docket No. 8131. After full discussion of the various aspects of the case the following resolution was unanimously adopted as expressing the attitude of the committee thereon:

The transportation committee of the National Lumber Manufacturers' Association once more reaffirms its position with respect to the proposed reclassification of lumber as expressed in the resolution adopted at the meeting on September 16, 1915, the meeting on January 17, 1917, and still further expressed through the proposed classification recommended by the committee under date of April 4, 1917, the latter classification specifying three groups of articles—viz., Group No. 1 listing products of saw and planing mills and accessory lumber plants that should move uniformly on the lumber rate throughout the United States, whether in straight or mixed carloads; Group No. 2, products of a more advanced stage of manufacture which may properly take a higher rate than lumber, and Group No. 3, miscellaneous forest products which should be accorded specific rates based upon the merits of individual cases, and in general lower than lumber rates, but in no cases higher than lumber rates.

The committee reaffirms all of its previous declarations and statements of position presented to the commission under Docket 8131, which are a matter of record, and believes that the tentative conclusions of Examiner Esch in this case are not in accordance with these principles nor based upon evidence presented at the hearing.

In view of the existing conditions confronting the country growing out of the war and the radical nature of the examiner's tentative conclusions and the disruption which would result if adopted, we urge that this case be put on the indefinitely suspended docket, and if the commission do not see fit to sanction such procedure that the report of the examiner be subject to further hearing by the commission and presentation of pertinent evidence by counsel representing the National Lumber Manufacturers' Association and its affiliated interests.

The secretary was instructed to transmit copy of this resolution to the Interstate Commerce Commission, and also to the carriers who appeared in the case. He was also instructed to ask the secretary of the affiliated associations to furnish Judge Wimbish with a statement of their exceptions to the Esch findings and proposals not later than December 10, in order that he may bring all of the matter together for presentation to the commission.

Baltimore Lumber Exchange

The annual meeting of the Baltimore Lumber Exchange was held December 3 at the Merchants' Club, and an attempt was made to put the exchange on a better footing. That was the keynote of Pembroke M. Womble's address. He pointed out that concert among the members was what was needed, and he urged that petty jealousies be forgotten and all members work together.

This idea found further expression in the recommendation, contained in the annual report of the president, Parker D. Dix, that a room or rooms be secured, which would be used as permanent headquarters of the exchange, to be open during certain hours every day, where the members might meet to get better acquainted and where business and other matters could be talked over, with the result of making the headquarters a central point for the trade. This recommendation was approved by the exchange by unanimous vote.

A patriotic touch was introduced, suitable to the war situation, when Rufus K. Goodenow proposed that a standing toast be drunk to the President of the United States.

John L. Alcock in the course of a few remarks at the dinner following the business session expressed his high appreciation of the privilege of being an American citizen, which, he said, he had gained, not by birth, but from choice, he having come from England and been naturalized. Mr. Alcock went on to say that this privilege carried with it certain solemn obligations, which at this time called for self-sacrifice and high patriotism, to the end that the blessings of peace might again be vouchsafed to the peoples of the world.

Various other short addresses were delivered as the company lingered over coffee and cigars.

The dinner lacked some of the more elaborate features of similar events of former years in consideration of the fact that this is war time. The decorations and entertainment were omitted, though the menu was very substantial and not less enjoyable than before. The feast was preceded by the business session at which the annual reports of the officers were read and the annual election took place. The reports showed the exchange to be in good condition, with 9,140,082 feet of hardwoods inspected during the year, which is rather over the average and shows a good volume of business done. Of course, the vast bulk of the business going through the hands of the Baltimore lumbermen is not inspected here, so that the records of the exchange inspection do not really show the amount of trade.

President Dix in his address stated that the volume of business for the past year compared favorably with former years, though the past year was one of the most trying and vexatious the exchange has had in its history. He expressed apprehension that the coming year would bring trials and vexations, and that owing to the enormous calls for foodstuffs and other supplies, the box and shook manufacturers will have consider-

able trouble in meeting the great demand that will be made upon them for containers, and the problem of housing the rapidly increasing population of the city, with the many new manufacturing and other enterprises, together with the government work that is going on, will give the retail dealers and others their difficulties to get a supply of lumber sufficient to meet the calls that will be made upon them, but a generally prosperous year seems to be assured.

The election of officers resulted as follows:

PRESIDENT—Parker D. Dix.
VICE PRESIDENT—Pembroke W. Woodside.
TREASURER—L. H. Gwaltney.
MANAGING COMMITTEE—Pembroke M. Woodside, John L. Alcock, of John L. Alcock & Co.; F. A. Archerfeld, James Lumber Company; W. Hunter Edwards, B. W. Edwards & Sons; Lewis Dill, Lewis Dill & Co.; Henry D. Dreyer; Rufus K. Goodenow; Daniel MacLea, MacLea Lumber Company; Ridgaway Merryman; Theodore Motta, Theodore Motta & Co.; David M. Wolf, Canton Lumber Company, and John H. Zouck.

The secretary will be elected later by the managing committee, and there is every indication that Mr. Gwaltney will be continued in the office.

The question of the inspection rules under which the exchange works came in for some discussion, the point being raised whether, since the exchange has adopted the rules of various associations peculiar to the respective woods, any changes adopted by these organizations would have to be acted upon especially by the exchange or the managing committee, or whether they would go into effect automatically from time to time. The question was finally referred to the inspection committee for its recommendation.

The liability of the exchange for injury to any of the inspectors also came up, it being the opinion that the exchange itself would not be liable under the law, but that the individual firms or corporations employing the inspector injured would be.

Memphis Club Nominates

The following candidates for officers of the Lumbermen's Club of Memphis for the ensuing year were announced by the nominating committees at the meeting of the Lumbermen's Club of Memphis on December 3.

RED TICKET.—For president, Earl Palmer, Ferguson-Palmer Company, Inc.; first vice-president, M. B. Cooper, Three States Lumber Company; second vice-president, R. J. Hackney, Brown & Hackney, Inc.; secretary-treasurer, J. Staley Williford, Bellgrade Lumber Company.

BLUE TICKET.—For president, J. F. McSweyn, Memphis Band Mill Company; first vice-president, J. H. Hines, Hines Lumber Company; second vice-president, D. F. Heuer, A. N. Thompson & Company; secretary-treasurer, J. Staley Williford, Bellgrade Lumber Company.

Directors on the red ticket are: E. L. McClallen, Nickey Brothers, Inc.; John Walsh, James E. Stark & Co.; and Richard Petrus, Stimson Veneer & Lumber Company.

Directors on the blue ticket are: W. C. Bonner, J. H. Bonner & Sons; R. A. Taylor, DeSoto Hardwood Flooring Company; and Edgar Lehr, Green River Lumber Company.

The reports of the nominating committees were made in most humorous vein by H. J. M. Jorgensen and J. D. Allen, Jr., chairmen, respectively, of the red and blue, while the nominees made brief responses.

The election will be held December 15. Electioneering has already begun and will be kept up to a high pitch until the last vote is cast. These campaigns are conducted in a friendly rivalry and always add much zest to the spirit of good fellowship.

Six new members were elected at the meeting and three applications for membership were filed with the proper committee for action prior to the next meeting.

The question of taking steps that will improve the condition of labor employed at the hardwood plants owned by members of the club came in for considerable discussion. The club decided that final action should be postponed until the next meeting.

There were seventy-three members and visitors present and the meeting was characterized by much enthusiasm. R. C. Stimson, vice-president, occupied the chair in the absence of President Ralph May. The usual luncheon was served.

With the Trade

Moore & McFerrin Suffer Fire Loss

Fire of unknown origin destroyed the sawmill of Moore & McFerrin, on Wolf river, north of Memphis, December 3, with an estimated loss of $25,000, fully covered by insurance. The mill had not been in operation during the day and the fire is supposed to have been occasioned by sparks from some of the stacks in the vicinity. Firemen from the city fought the blaze for four hours and succeeded in confining the flames to the mill proper, thus saving 4,000,000 feet of lumber and the box factory of the firm located close by.

No announcement has been made by the management with respect to rebuilding, but it is expected that the plant will be replaced in due course.

A Difficult Job

The United States agent who went to Russia six months ago to study the lumber situation is probably not finding the job an easy one just now. Roger E. Simmons was holding the job down somewhere in Siberia at last accounts, but that was before complete anarchy broke loose in that unfortunate country. Since then no news from Mr. Simmons has been made public; but general news coming out of Siberia has not been reassuring. There are accounts of robbery of travelers as well as of all well-to-do citizens, even in cities and hotels. Persons wearing good clothes are stopped on the streets and compelled to exchange their garments for rags, and are relieved of their money and jewelry. It is to be hoped that Mr. Simmons has not fared so badly as some others in that land where anarchy reigns at present.

Wood Made Waterproof

The Dunton End-Grain-Up Wood Company was recently organized at Grand Rapids, Mich., to produce wood products by a process which it is claimed will render it impervious to water. It will bear as a trade mark the words "Mo Nark," and it is announced that the wood so treated will be useful for countertops, tables, and wainscoting. Among those interested in the new company are: John C. Dunton, Charles B. Kelsey, Gregory M. Luce, John W. Blodgett, G. K. McMullen, C. P. Foote, A. H. Brandt, A. Otte, James Bayne, James S. Hawkins, Mae Godfrey, H. C. Cornelius, G. A. Krause, James A. Curtis, O. H. L. Wernicke, A. F. Porter, F. T. Hulswit, Fred N. Rowe, Gilbert B. Daane, Charles M. Alden, F. W. Lonsby, and Carroll F. Sweet.

Planing Mill Burns

The Dixie Planning Mills at Dixon, Tenn., one of the largest establishments of its kind in middle Tennessee, which had been working at full speed for some time on a government contract for tent poles, was completely destroyed by fire on November 20. The blaze was discovered about 11 o'clock and spread rapidly, despite all efforts of the fire department. The buildings, together with the lumber yard, were completely destroyed.

H. T. Cowan, president of the company, estimated the loss at $150,000, with no insurance. At least 100 men will be thrown out of employment as a result of the fire.

Returns to the West

George X. Wendling has returned to the Far West, where he had spent the most of his busy life in the lumber business. Two years ago he accepted a position with an adding machine company in Ohio, but the call of the wild has been too strong for him and the announcement has gone out that he is again in the lumber business on the Pacific coast.

Change in Organization and Ownership

The Bridgeport Wood Finishing Company, Still River, Conn., has announced changes in its organization. The paint and wood finishing department has been sold to E. I. du Pont de Nemours & Co. of Wilmington, Del. The Bridgeport company will continue to operate its silex business and will retain its ownership of the Still River plant, but the name, for convenience, will be changed to the Lithowhite Silex Company, which is more descriptive of the business it will still carry on.

The Last Call

Colonel W. A. Mitchel, in command of the Tenth Engineers, the forestry regiment which has the distinction of being the largest regiment in the world, has sent out the last call to lumbermen who wish to join the regiment. Between now and December 15 men who have been registered can volunteer in the forestry regiment, even though they have been called by local boards to report for physical examination. They can enlist upon presentation to the recruiting officer of the certificate for his local board that he will not be needed to fill any deferred percentage of the quota of its board.

This affords an opportunity to those who understand lumbering to join the foresters. The opportunity ends on December 15, and after that the drafted men will be sent to camps in the United States for training for service abroad.

A Big Hickory Log

Commenting on the big hickory log illustrated on this page, HARDWOOD RECORD has received the following letter from Peers & McGlone, who manufacture hickory dimension stock at Bierne, Ark.:

"We enclose herewith a post card picture which explains itself. There may be larger hickory logs than this one, but so far we have not heard of them."

HICKORY LOG 8'6"x16' MANUFACTURED INTO AUTOMOBILE RIM STRIPS BY PEERS & McGLONE AT BIERNE, ARK.

Pertinent Information

Southern Carriers Ask for Rate Changes

J. H. Townshend, secretary manager of the Southern Hardwood Traffic Association, has been advised by several southern roads

That the Southern carriers are going to ask the Interstate Commerce Commission, in conjunction with eastern lines, to grant authority for advances of 2 to 3 cents per hundred pounds on hardwood lumber shipments from all producing points in the South, from the Atlantic on the east to the Rio Grande on the west, to destinations in Eastern Trunk Line territory.

That they contemplate the cancellation of all water and rail rates and all water competitive rates from the Southeast and Carolina territory to eastern points and making the rates to Buffalo-Pittsburgh on the lowest combination.

That they further contemplate advancing rates from all Mississippi points to Virginia cities from 24 cents to 29 cents, or within 3 cents of the rate to Baltimore.

That they will readjust rates from all Arkansas, Louisiana and Texas points to eastern destinations, with some slight possible reductions.

Mr. Townshend says that, while advances in some instances may be as high as 5 to 6 cents per hundred pounds, the general effect will be an advance of 2 to 3 cents per hundred pounds. He says further that the advances now proposed would be considerably less than those asked in the 15 per cent rate case which they are supposed to supplant, amounting to about 7½ per cent.

Just before leaving for Washington to prepare the way for the volunteer committee representing the joint conference of the Southern Hardwood Traffic Association and the Southern Logging Association, with a view to securing relief from the intolerable transportation conditions affecting the manufacture and distribution of southern hardwoods, Mr. Townshend stated that the traffic association had not disclosed its attitude toward this newest proposal on the part of the carriers, but intimated that this would receive attention as soon as he returned from Washington.

Help for the Railroads

The Interstate Commerce Commission filed a special report on December 1 with the Senate and House of Representatives, concerning the situation of the railroads in the crisis produced in transportation by the war. The following extracts show the trend of the report:

Since the outbreak of the war in Europe, and especially since this country was drawn into that war, it has become increasingly clear that unification in the operation of our railroads during the period of conflict is indispensable to their fullest utilization for the national defense and welfare. They must be drawn, like the individual, from the pursuits of peace and mobilized to win the war. This unification can be effected in one of two ways, and we see but two.

The sudden, unforeseen, and unprecedented demand for transportation occasioned by the war placed a strain upon the facilities and equipment of the railroads which they were not and are not prepared to meet. There was created a need for immediate and extensive additions to existing facilities and equipment. This need is coincident with demands upon capital, as well as upon labor, manufactures and natural resources, such as we have never known. Important additions and betterments will require new capital.

Even if the railroads have more money, the immediate construction of necessary facilities and equipment could not readily be effected. Labor is scarce and the cost is mounting. So with materials and supplies. Car and locomotive builders are largely engaged in producing equipment needed abroad, both by our allies and by our own forces in the conduct of the war. The steel and other materials needed for such construction, as well as the labor are also needed in other phases of the conflict. Under such conditions, and pending the acquisition of such additional facilities and equipment, it is indispensable that those now in existence should be used to their fullest capacity, primarily for the uses which are most vital to the country's defense and welfare, but without unnecessary hindrance to the industry and commerce of our people upon which their ability to contribute toward the success of the war so largely depends.

If the unification is to be effected by the carriers they should be enabled to effect it in a lawful way. To that end, in our judgment, the operation of the antitrust laws, except in respect of consolidations or mergers of parallel and competing lines, as applied to rail and water carriers subject to the act to regulate commerce, and of the antipooling provision of section 5 of that act, should be suspended during the period of the war, and until further action by the Congress. In addition they should be provided from the government treasury with financial assistance in the form of loans or advances for capital purposes in such amounts, on such conditions, and under such supervision of expenditure as may be determined by appropriate authority. As a necessary concomitant the regulation of security issues of common carriers engaged in interstate commerce should be vested in some appropriate body, as has been recommended in our annual reports. The rights of shippers for reasonable rates and nondiscriminatory service under the present jurisdiction of the commission need not be seriously interfered with by such unified control. Some elastic provisions for establishment of new routes would probably be needed.

Woods for Government Boxes

Standard specifications for packing boxes for the army have been promulgated by the War Department. The specifications go into complete details regarding the kinds, sizes, grades and thicknesses of lumber to be used, the styles of boxes required and the number of cleats and nails necessary to give the desired strength. For purposes of manufacture the principal woods used for boxes are classified in four groups, as follows:

GROUP 1—White pine, norway pine, aspen, spruce, western yellow pine, cottonwood, yellow poplar, balsam fir, chestnut, sugar pine, basswood, cypress, willow, noble fir, magnolia, white fir, buckeye, cedar, redwood, butternut, cucumber, alpine fir, and lodgepole pine.

GROUP 2—Southern yellow pine, hemlock, Virginia and Carolina pine, Douglas fir, larch.

GROUP 3—White elm, red gum, sycamore, pumpkin ash, black ash, black gum, tupelo, maple, soft or silver.

GROUP 4—Hard maple, beech, oak, hackberry, birch, rock elm, and white ash.

The thickness of the lumber to be used in making boxes and the length of the nails is varied according to these lumber groupings, in order that every advantage may be taken of the natural strength of the particular kind of timber used.

Forest Service Appropriation Asked

Appropriations aggregating $5,731,000 are asked of congress for the next fiscal year for the United States forest service, in estimates just received by congress. Other estimates submitted include $500,000 for care of Indian timber, etc., $500,000 for protecting timber on the public domain, $83,000 for investigating tree diseases, and $246,448 for fighting the white pine blister rust.

Interstate Commerce Matters

The Interstate Commerce Commission continues to receive applications from the carriers and their agents for approval of tariffs they would like to file raising the rates or charges on lumber and lumber products in various ways. Among the applications recently received of this character are the following:

From Missouri Pacific R. R., proposing cancellation of tariff I. C. C. No. A-955 (tariff No. 959-B), involving increase of 2.5 cents per 100 pounds in the rates on shaved hoops, carloads, from Chamois, Mossiron and St. Aubert, Mo., to Chicago, Ill.

From Great Northern Ry., proposing non-application of the rates on cooperage, including wooden pails, barrels, casks, etc., from Cohasset and Hill City, Minn., to Missouri River and other points published in tariff I. C. C. No. A-4355 (G. F. O. No. 895-E).

From Nashville, Chattanooga & St. Louis Ry., proposing increase from 13 to 14 cents per 100 pounds in the rates on lumber, staves, heading and tan bark, carloads, from Bridgeport and Orme Junction, Ala., and Richard City and South Pittsburg, Tenn. (when from certain Tennessee River landings or Southern Ry. stations) to Brookport and Metropolis, Ill. (when for beyond), published in tariff I. C. C. No. 2206-A (Northern and Western Lumber Tariff No. 3).

From Chicago, Milwaukee & St. Paul Ry., proposing increases ranging from ½ cent to 3 cents per 100 pounds in the lumber rates between Milwaukee, and Granville, Iron Ridge, Grafton and other points in Wisconsin named in I. C. C. B-Nos. 278 and 3362).

From Missouri Pacific Ry., proposing cancellation of Eldorado & Bastrop Ry I. C. C. No. 17 (M. P. R. R. tariff No. 2781) involving increases in rates on lumber and forest products of 6 cents per 100 pounds from White, and 6½ cents from Venice, Ark., to Natchez, Miss.

From Chicago, Rock Island & Pacific Ry., proposing cancellation of rate of 13 cents per 100 pounds, carloads minimum weight 30,000 pounds, on shingles from Duluth, Minn., and Superior, Wis., to Chicago, published in I. C. C. No. C-9386 (tariff No. 10977-K) and application in lieu thereof of 12 cent rates with scaling carload minimum weights.

M. P. Washburn, agent, proposing restrictions to cordwood only of wood carload rate from Gulfport, Miss., to New Orleans, La., published in item 57, page 71, of tariff I. C. C. No. 189 (G. P.-M. V. tariff No. 2).

Great Northern Ry., proposing increases in carload minimum weight to 30,000 pounds for cars under 36 feet in length and 34,000 pounds for cars 36 feet or over in length, in connection with the rates on lumber and other forest products between points in Minnesota, published in tariff I. C. C. No. A-3955.

Southern Ry. System (New Orleans & Northeastern R. R.), proposing elimination of the Louisiana Ry. Co. as a participant in the lumber rates to points published in New Orleans & Northeastern R. R., I. C. C. No. 2785 (Tariff No. 640-D).

Missouri Pacific R. R., proposing cancellation of rates on lumber, etc., from Ouachita & Northwestern Ry. stations to C. F. A. trunk line and other territories, via T. & G. Junction, La., Fremont & Gulf Ry., and Rochelle, La., published in tariffs I. C. C. A-Nos. 2726, 2887, 3127, 3213 and 3308 (tariffs Nos. 1503-D, 111)-F, 4953-B, 3793-D and 4202-C).

Another matter taken up at Washington recently was the recommendation of the National Lumber Manufacturers' Association that a special charge for reconsignment of lumber be made effective as a war measure. This matter has been laid before the railroad war board.

The free time allowed on lumber and other export freight is to be reduced from 15 days to 10 days at north Atlantic ports and from 10 days to 7 days at Gulf ports under the recent decision of the Interstate Commerce Commission in the suspension case entitled export freight free time. The commission rejected the railroads' proposal to reduce the free time on export freight at both sets of ports to 5 days.

The lumber traffic affected passed chiefly through the Gulf ports. It was not proposed to change the practice of no limit of time on shipments moving under through export bills of lading, held at New Orleans, Mobile or Pensacola. Commissioner Walley made the report in the case, Commissioner Harlan dissented, holding that the reduction of free time sought by the carriers should be allowed; while Aitchison and Anderson, who are new men on the commission, took no part in the disposition of the case.

The commission heard oral arguments in the complaint of Laona & Northern Ry. against Chicago & Northwestern Ry. The complainant is said to be controlled by the Connor Land & Lumber Company. B. R. Goggins pleaded for the complainant that the defendant should restore allowances paid to complainant before the commission decided the tap line case, for service performed in getting many cars of lumber, etc., to the trunk line, and to pay reparation at the rate of $2 per car for the past several years, and to establish joint rates with complainant and pay its divisions out of the same on business handled. Intrastate shipments in a state proceeding are based on the same proposition.

R. H. Widdicombe argued for the Northwestern that the complainant had not filed tariffs providing for allowances and divisions and that therefore no claim for the same could legally be paid.

The next day arguments were heard in the complaint of Cornell Wood Products Company against the Santa Fe Ry. Defendant waived argument in this case and the only speaker was W. E. Lamb, representing

complainants. The latter alleges that unreasonable and discriminatory rates on wood pulpboard shipments from Cornell, Wis., to Illinois points, Iowa and other states, are charged and seeks reparation on that account. The case was taken under advisement by the commission.

The commission has received an application from D. B. Boyd, agent, for approval of advanced rates on lumber and other forest products from Minnesota, Wisconsin and Canadian producing points to points of destination shown in tariff W. T. L.—I. C. C. No. 605 (W. T. L. No. 739) predicated on increases from 11 to 12 cents per 100 pounds previously established from St. Paul and Duluth to Chicago, and due also to correction of improper rate alignment now published in individual issues of the Northern Pacific, Great Northern and Minneapolis, St. Paul & Sault Ste. Marie railroads.

The unusual happened when the Department of Agriculture, for the Forest Service, filed a brief as intervenor in the complaint of Willamette Valley Lumbermen's Association against the Southern Pacific. The case is pending before the Interstate Commerce Commission. J. N. Teal represents the complainants.

The government's brief stated that 47,500,000,000 feet of standing timber is in the national forests of the Willamette valley, besides other billions in the forfeited land grant of the Oregon & California Railroad. The sale of the government timber, it is declared in the brief, will be retarded by the rates attacked in the complaint, which, it is said, exclude complainants from territory consuming 40 per cent of the fir timber production. Attention is called by the government to the fact that the timber resources of the country must be developed for war purposes, and it is said that the Willamette valley rate situation hinders this work. Much of the government timber, it is stated, is overripe, and it is declared to be necessary to develop new markets for the product.

Hardwood Planting Recommended

The planting of various hardwood trees to form windbreaks for the protection of farms, etc., is recommended by the Forest Service in a special bulletin on the subject. In the Middle West, where the soil is reasonably moist, it is recommended that cottonwood be planted. Osage orange, green ash, mulberry or locust may also be used. Cottonwood should be underplanted with green ash or red oak to fill in the gaps as the cottonwood grows big and the lower part becomes bare of branches. In the Southwest sagebrush is suggested. Eucalyptus is suitable for California windbreaks, and in the Pacific Northwest it is said that Lombardy poplars and cottonwood are very efficient. Even small willows can be used to advantage in that section. Besides the benefit derived by the farms from the protection of crops by windbreaks, the bulletin tells of direct returns from planting hardwood trees in windbreaks.

The estimates are for annual income per acre, discounted at the rate of 4 per cent from the final value of the timber when cut. No allowance, however, is made for the cost of planting, which it is thought should be charged against the farm crops.

Policy for Water Power Development

An important change in policy regarding the development of water power on government land is suggested in the report of the Secretary of Agriculture, just issued. The secretary says:

The present industrial situation, and particularly the scarcity and high cost of fuel and construction materials, have increased the cost of steam power and make it highly important that action be taken at the next session of Congress. Legislation which will make it possible to safeguard the public interests, and at the same time to protect private investors, should result in securing cheaper water power and in conserving the coal and fuel oil supply. Since three departments of the government are vitally concerned in water-power legislation and its possible terms and would be vitally affected by the administrative handling of matters under such legislation, it would seem desirable to consider whether it is feasible to devise an executive body on which the three departments will be represented and which will be able to utilize to the best advantage all their existing agencies.

The three departments which will be interested in the development of the power are Agriculture, Interior and War, and the proposed commission would represent all three. Heretofore, the Forest Service, which belongs in the Department of Agriculture, has had most to do with the water power business.

Business Must Not Lag

"In time of war prepare for peace" was the slogan that Charles A. Wacker, chairman of the Chicago Plan Commission, carried to the home defense committee of the Chicago City Council in asking that certain public improvements be carried on in spite of the war. The essence of Mr. Wacker's lengthy argument was that the preliminary work on public improvements is comparatively inexpensive, that all other countries at war, including Germany are either going ahead with public and industrial work or planning for work after peace that will prevent idleness and an abnormal demand on charity and that other countries have learned the lesson of conservation of human life.

Mr. Wacker quoted from a New York authority as to what was being done in Europe and asserted that even today France is demolishing tenement houses, so that in the future men will live under more sanitary conditions. England, he said, is planning the improvement of thousands of miles of streets to keep the soldiers busy after the war; planning to build thousands of homes for workingmen. Germany, he said, was going ahead with the construction of subways, even though women have to be employed.

Positive assurances have already come from Washington, through a member of the newly enlarged Council of National Defense, that the passenger automobile will come so far down in the list of non-essentials as not to restrict seriously the present output of pleasure cars.

Howard E. Coffin, now chairman of the vitally important aircraft production board, frankly points out the danger of cutting down industries which are economically non-essential only in the snap judgment of a few officials. Weak industries will not give the nation pep to beat Germany.

Southern Railroad Outlook

Southern lumber interests see hope of relief from serious car difficulties during the coming winter months in statements from Washington that hundreds of cars loaded with export materials will be shortly converted from the congested eastern districts and routed through New Orleans. This decision is said to have been reached by the railroads' war board. With empties plentiful in this section, mills will have no difficulty in handling northern orders.

The railroads' war board finds Atlantic ports congested with export cargo. The order provides that "immediate measures be adopted to transfer the movement of foodstuffs and other export materials to Southern and Gulf ports." A Washington dispatch says:

As a result hundreds of cars consigned to eastern ports already have been rerouted to New Orleans. The centralization of authority in the railroads' war board makes such prompt action possible, but it is an entirely different matter to insure the presence in New Orleans of the requisite ocean tonnage to keep this freight moving. Some thought, however, has been given to the matter as the war boards' instructions advise that in order to avoid congestion at seaports and regional gateways, the prompt use of embargoes which, it says, "should be established immediately on signs of trouble, without waiting, as has frequently been done, until congestion actually has occurred."

Enormous Building Program

That Great Britain will erect within the first two years after peace half a million or more houses for workingmen, to relieve congested conditions now existing, especially in industrial centers, is forecast in the report of an American consul at London recently received by the State Department, which says:

One of the most important questions in Great Britain for several years past, and one which has assumed political prominence at many electoral campaigns, is that of the housing of the working classes. This subject is now being taken in hand by a departmental committee appointed by the government. It is admitted by the board that 500,000 houses are now urgently wanted, but other authorities estimate that not less than 1,000,000 houses are necessary, costing $1,216,625,000. On the question of finance, government aid has been promised. In the meantime a grant of $97,330,000 has been asked for by some housing organizations. The government in November, 1914, decided in favor of a free grant from the exchequer, as well as loans, to permit of local councils charging customary interest without incurring loss; and while that policy is still in force it has, so far, only affected certain munition areas.

Figures on World Crops

Six world crops make a record with corn in the lead. Bumper crops of corn, oats, potatoes, rice, sugar beets, and tobacco for this year are shown by estimates compiled by the International Institute of Agriculture at Rome. Wheat, rye, barley, and flaxseed, however, have fallen below the five-year average of production from 1911 to 1915.

The production of wheat in seventeen countries, not including the central powers, will be 1,868,000,000 bushels, 85.6 per cent of the five year average. Corn raised will amount to 3,312,000,000 bushels, which is 14.1 per cent greater than the average production for the last five years. Other crops are estimated as follows:

	Per cent.
Rye, 147,000,000 bushels	92.2
Barley, 587,000,000 bushels	96.0
Oats, 2,682,000,000 bushels	113.9
Rice, 70,000,000 bushels	115.5
Flaxseed, 38,000,000 bushels	69.8
Potatoes, 719,000,000 bushels	112.4
Sugar beets, 10,000,000 short tons	106.6

There is something almost beyond belief in the colossal totals of crop values in this season's results of farming. It would seem that, after twenty years' rise of purchasing power on the part of the farmer, the tendency had at least reached a climax. Some preliminary estimates place the aggregate worth of crops and animal products at the unprecedented sum of $18,000,000,000 as the American farmers' addition to the national wealth at current prices for the year 1917. Last year it was placed at between thirteen and fourteen billion dollars. But both prices and yields have, as a rule, vastly increased for the current year. At the October 1 price wheat had a record value of $1,324,000,000, or $452,000,000 more than the crop of 1916. Oats were worth $427,000,000 more than that of a year ago. And corn at $1.75 a bushel had a farm value of $5,620,000,000.

The Red Spruce

Louis S. Murphy, of the Forest Service, has written a report on red spruce which has been published as Bulletin 544. The scope is not confined to red spruce but includes all of the commercial spruces of the United States, and deals with them from both the lumberman's and the forester's standpoint. It is stated that the total stand of all spruces in the country exceeds 116,000,000,000 feet, board measure, and this is located in the far northwestern states, among the Rocky Mountains and in the eastern states. The red spruce is found in the latter region, chiefly from

Maine to Virginia. South of New York the spruce is chiefly confined to high mountain regions. The subject of reproduction of spruce is discussed at considerable length. If properly protected against fire, young growth will come on where the old has been cut, provided seed trees are within reach of the areas.

Lists of Soldiers

Many firms and corporations are publishing lists of their employes who are serving in the United States army. The officers of the forestry regiments are desirous of showing their appreciation of the assistance furnished by lumber firms whose employes have joined the forces which will do lumber work. The officers of the forestry regiments are desirous of hearing from lumber firms and receiving lists of their employes who have entered this special service. This information should be sent at once to Maj. George H. Kelly, Engineers Regiment, Washington, D. C.

Deposits in World's Leading Banks

According to London *Statist* of November 3, 1917, the deposits in the large banks of the world aggregate approximately $94,000,000,000. This included no bank whose deposits did not exceed $100,000,000, and therefore all the banks except the largest were omitted. The figures represented eighty-four banks. The largest was the state bank of Russia, with deposits of $1,426,665,000; the next is the imperial bank of Germany with $1,166,775,000; third, bank of England, $894,325,000; the largest American deposit is in the National City Bank of New York, $629,125,000.

Mahogany Trade in England

Consul General Skinner reports from London that the controller of timber supplies has withdrawn, until further notice, all restrictions on the trade in mahogany of all kinds. On September 6 the board of trade in England took possession of all mahogany stocks exceeding 5,000 feet, and the more recent action is a reversal of that policy. It is improbable that this action will have much effect on the mahogany business in the United States, unless indirectly through a change in price.

Forests Should Supply Fuel

The government has published a bulletin pointing out the advantages of using wood as fuel while coal is scarce and high in price. People who live within easy shipping distance of forested regions have doubtless thought of this method of conservation. Weight for weight, it is generally counted that coal furnishes twice as much heat as wood; but before anything like exact comparisons can be stated the kinds of wood and the kinds of coal must be stated.

Seasoning of Wood

Books relating to methods of handling wood in various forms have been following one another from the press fairly rapidly in the past few months. The latest contribution to literature of that class has just come from the press of the D. Van Nostrand Company, New York, and from the pen of Joseph B. Wagner. It is a book of 250 pages, well printed and handsomely illustrated. The book does not impress the reader as containing many results of original investigations by the author; but it reviews much work done by others and draws practical conclusions. One of the strongest features of the work is its illustrations of dry kilns and apparatus to facilitate the seasoning of various kinds of forest products. This part of the book contains seventy pictures covering machines, tools, and appliances useful in and about the kiln, as well as a number of types of kiln.

The book is not wholly taken up with the subject of wood seasoning, but about one-third of the space is devoted to a discussion of forests, wood species, and the technology of wood. In some matters Wagner does not precisely agree with some other authors who have written on the subjects; for instance, he differs from both Sudworth and Sargent in the nomenclature of American trees, or some of them; and his explanation of bird'seye figure, that it is due to attacks by insects and is confined near the heart of the tree, is not exactly the view which some other writers have held.

The book is sold by the publisher at $3 a copy.

Semi-Annual Red Cross Report

The war council of the Red Cross has published its first semi-annual report, covering 144 pages of printed matter. The recent nation-wide campaign to raise a fund of $100,000,000 for this work makes the report a matter of general interest, and following are a few of the points brought out:

The campaign for $100,000,000 has produced $88,000,000 to date, and this will be exhausted by spring.

Forty-nine base hospitals have been equipped for the army and five for the navy.

Twenty sanitary units have been equipped to look after camps.

Red Cross nurses enrolled for service number 14,000, of whom 2,000 are working abroad.

Millions of women have been mobilized for work on surgical dressing, etc.

Courses in home care of sick and in dietetics have been completed by 34,000 women.

Red Cross membership has grown from 200,000 at the beginning of the war to 5,000,000.

The Red Cross is serving 3,423 military hospitals.

Foodstuffs to the value of $2,870,000 have been furnished for military and civilian relief in France.

The work has been extended to all belligerent countries.

The Burl Record Broken

A redwood burl nine feet in diameter and weighing seven tons has been brought out of the woods of northern California and is on exhibition in San Francisco. It grew one hundred and fifty feet from the ground. The tree fell and was consumed by fire, but the burl was little damaged, except that a hole was burned through its center. This is the largest burl in existence, so far as known. The Field Museum in Chicago has a section of one nearly as large that was brought a few years ago from the redwood region.

Interesting Dispute on Fire Loss

Gratifying progress is being made in the movement of the fifty-seven cars of hardwoods, which had been held at Atlantic ports ever since March 25, 1916, under a British order in Council, and permission to forward which was recently obtained from the British authorities. A number of the cars have been moved from Baltimore and others from New York, Philadelphia and Boston. Norfolk and Newport News appear to offer less facilities, and it has been arranged to divert the shipments held there to other ports, no cargoes going out of Newport News that require dunnage. The arrangements for the shipment were made by Harvey M. Dickson, secretary of the National Lumber Exporters' Association, at the conference which he held with Connop Guthrie, British minister of shipping in New York. Three of the cars which belonged to Smith & Co. of Parkersburg, W. Va., were lost in the big fire at the docks of the Baltimore and Ohio railroad at Locust Point here several weeks ago, when a damage estimated at $5,000,000 was done. Mr. Smith came here a week ago to confer with the insurance men, the latter having raised the question that because of the long time the cars had remained here the insurance had lapsed and the company was no longer liable. This contention is of course combatted by the firm, which maintains that as there is no time limit in the policy it makes no difference whether the shipments were on the way one month or one year or two years, the insurance being for a continuous shipment until the lumber is laid down at the dock on the other side.

Mechanical Qualities of Wood

Bulletin 556 has been published by the Forest Service as a professional paper prepared at the Madison, Wis., laboratory. It was compiled and written by J. A. Newlin and Thomas R. C. Wilson, timber engineers, and is the result of tests which have been going on for years. The publication deals with scientific questions and the language is largely technical, but most of the terms are explained in a way to make them easily understood by the reader of average information along that line. Part of the information was contained in preceding publications by the Forest Service; but this bulletin brings it together and presents it with the latest revisions. The bulletin ought to be read and kept for reference by all persons who manufacture articles of wood. It deals with weight, hardness, strength, stiffness, shrinkage and other qualities; and figures are given for the same wood in both its green and dry condition, thus making comparison easy. For the purpose of illustration, the weights of a few well known woods, both green and air-dry, are quoted from the bulletin in pounds per cubic foot as follows:

	Green	Dry		Green	Dry
White ash	51	40	Red oak	64	44
Basswood	41	26	White oak	62	48
Beech	55	44	Yellow poplar	38	27
Yellow birch	58	44	Sycamore	52	34
Cottonwood	49	28	Black walnut	58	37
White elm	52	35	Hemlock	48	28
Tupelo	56	34	Longleaf pine	52	42
Red gum	50	34	White pine	39	27
Shag bark	64	53	Red spruce	34	28
Sugar maple	56	43			

A Valuable Food Tree

The carob tree of the Mediterranean countries supplies much provender for horses, cattle, sheep and goats, and also human food. It closely resembles the honey locust tree of the United States, and its beans and pods are the edible crop. It is claimed this was what John the Baptist ate with honey. It was the "locusts"—not insects as some suppose. It is claimed also that this was the lotus which Homer says caused those who ate it to forget all they had ever known. Carved carob wood 4,000 years old is in existence. A recent consular report published by the government gives an account of this tree's food value. Our honey locust should be as valuable.

Hardwood News Notes

CHICAGO

A. C. Quixley, head of the Quixley & Bulgrin Lumber Company, city, announces a change in style to the Quixley Lumber Company. The business will be continued as heretofore by Mr. Quixley, with offices in the Fisher building.

The Nashville Hardwood Flooring Company, manufacturer of the "Acorn Brand" of oak and beech flooring at Nashville, Tenn., with branch

office and warehouse in Chicago headed by E. Bartholomew as manager, is generously remembering its trade right now with attractive and useful little "Don't forget" memo pads between leather covers.

HARDWOOD RECORD is in receipt of a patriotically designed "season's greetings" card from E. C. Atkins & Co., Inc., Indianapolis, Ind., the sentiment being the same as incorporated in its advertisement appearing in this issue of HARDWOOD RECORD.

L. D. Gotshall of the Gotshall Manufacturing Company, Toledo, O., visited the trade the latter part of last week.

The South Side Stair Company, city, has filed an involuntary petition in bankruptcy.

John A. Colby & Sons, Inc., city, have increased their capital stock from $150,000 to $250,000.

BUFFALO

A big falling off in the number and costs of building permits occurred in Buffalo during November. The number of permits was 254, with costs of $504,000, as compared with 507 permits and $1,042,000 in November, 1916. The lack of house building has increased the demand for small houses and flats, and these have become so scarce that rents have had an advance. In the long run something will have to be done in the building line to accommodate the increased number of workers in local industrial plants, some of which are rushed with orders and employing the largest numbers in their history.

One of the reasons why nobody has ventured to build a canal fleet for the enlarged waterway between Buffalo and the Hudson is that it is hard to say what it is best to make it of. To build of steel, as was the original idea, would be to wait six months or more for the material, and so the new fleets may be made of wood, as the old ones were. A leading canal forwarder said recently that he did not believe much in steel boats for going through the canal locks. They were too unyielding, where a wooden hull will give enough to avoid many accidents.

The supreme court of the District of Columbia has handed down a decision affirming its jurisdiction in the case of G. S. VanGorder, the Peoples Bank of Buffalo, the Assets Realization Company and others against several Washington men who are directors of the East Lake Lumber Company. It is claimed that the directors appropriated about $200,000 of the company's money. The case will go on trial soon at Washington, in spite of the efforts of the defendants to have the jurisdiction changed.

Shortage of fuel is hampering the operations of many woodworking and other plants in this territory and the outlook for the winter is very uncertain. Buffalo industrial concerns in some instances burn gas, which is in short supply. A. J. Elias is a member of a local committee canvassing the gas situation.

PITTSBURGH

The E. T. Lippert Saw Company of Millville, Pa., is planning to build a big addition to its plants.

The Pennsylvania State Forestry Commission is arranging to survey 15,000 acres more of forest land on the western watershed, most of it in Bedford county, Pa.

Building operations in Pittsburgh last month made a total of $2,543,918. This was a gain of $790,000 over November, 1916, and $103,000 over October, 1917.

The Holgate Brothers Company, Kane, Pa., which has a big woodturning plant in that city, has let the contract for an addition to cost $18,000. W. H. Davis is general manager.

E. V. Granden, a well-known lumberman of western Pennsylvania, died at his home in Washington, Pa., December 3.

President A. Rex Flinn of the Duquesne Lumber Company is now a captain of artillery in the United States Army and has been assigned to Camp Lee, at Petersburg, Va.

The American Lumber & Manufacturing Company has secured the contract for 2,400 feet of oak shipped timber, fir and yellow pine which must be delivered at Portsmouth, N. H., by January 1, 1918. President W. D. Johnston is out West now superintending shipping of this mammoth order.

BOSTON

The annual meeting of the Massachusetts Forestry Association will be held at Boston on December 13, the principal feature of the program being a discourse by Dr. J. G. Sanders, ecomonomic zoologist for the state of Pennsylvania. He will speak on the conservation of our forests and food resources through the prohibition of importation of plant materials.

The third annual meeting of the Massachusetts Wholesale Lumber Association, Inc., will be held at Youngs hotel, Boston, on December 12. The preparation of a calendar of routine and special business is now being arranged by the officers.

The Eastern Lumber Company of Boston is reported as having liquidated and retired from business.

BALTIMORE

Information has been received from Washington to the effect that the demands of the military forces of the United States in the way of food and other supplies, together with those of the Allies, will create an enormous inquiry for boxes and box shooks, and that not less than 17,000,000,000 feet of lumber will be needed by the United States government alone for cartridge boxes and other munitions and supplies. To this end the government is in the market for gum, birch, poplar, and various other kinds of low-grade stocks, which have heretofore been under pressure. The inquiry should give the whole list a very decided lift.

The American Propeller & Manufacturing Company, maker of aeroplane propellers in this city, has been elected a member of the Baltimore Lumber Exchange.

A recent caller here was Mr. Anderson of the Domestic and Export Lumber Company of New York, who was trying to get steamer space for three carloads of export lumber, which have been delayed for an indefinite period. The three cars are not among the 57 owned by members of the National Lumber Exporters' Association, which the British government agreed to have go forward. It is said that the prospects for an increase in the exports are very encouraging, considerable more space on steamers being regarded as in sight.

John L. Alcock & Co., located at Baltimore and Gay streets for years after the fire of 1904, have moved to the fifteenth floor of the Munsey building.

COLUMBUS

Building operations in Columbus in November were not so active as in November, 1916, but on the whole the records are fairly good considering the hindrances of present conditions, especially transportation facilities. Last month 158 permits with a valuation of $273,385 were issued, as compared with 217 permits and a valuation of $554,965 for November, 1916.

Findlay M. Torrence, secretary of the Ohio Association of Retail Lumber Dealers, announces that the annual convention to be held in Columbus, January 24-26, will be at the New Southern hotel. The business sessions will be held at Memorial Hall. At the same time the annual meeting of the Union Association of Lumber, Door and Sash Salesmen will be held in Columbus, with headquarters at the same hotel. It is expected that fully 1,500 delegates will attend the convention.

Robert J. Hough, formerly a traveling salesman for the W. M. Ritter Lumber Company, has been commissioned a captain in infantry after a course in intensive training at Ft. Benjamin Harrison, Indianapolis.

The Liberty Lumber Company, Columbus, has been incorporated with a capital of $25,000 to deal in hardwoods and yellow pine in a wholesale way. The incorporators are E. R. Clarridge, R. E. Smith, W. L. Pierce, F. R. Rodgers and Golda K. Baker. The offices are located at 601 and 602 Joyce Realty building.

The Brasher Lumber Company, recently incorporated with a capital of $150,000 to take over the business formerly conducted under the name of the H. D. Brasher Lumber Company, has been organized by the election of H. D. Brasher, president; E. G. Dillow, vice-president, and H. B. Walker, secretary and treasurer. The company has taken over a long leaf mill at Glendon, Ala. In addition it conducts a jobbing business with headquarters in Columbus.

Papers have been filed with the secretary of state increasing the authorized capital of the North Columbus Lumber Company, Columbus, from $25,000 to $75,000.

The Consolidated Lumber & Timber Company, Cleveland, has been organized with a capitalization of $2,000,000 to take over the holdings of the Buehner interests at North Bend, Ore. J. A. Slattery, E. J. Maskee and S. Larson are stockholders.

At Marietta the Central Manufacturing & Lumber Company has been succeeded by the Citizens Lumber Company, with headquarters at Parkersburg, W. Va.

A new lumber company for Cleveland has just been organized by Milton S. Steward and Oren Monroe. It will be known as the Stewart-Monroe Lumber Company, and will cater especially to small housing work in the southern part of Cleveland. Headquarters and yards have been established at Broad View Road, South Brooklyn.

R. W. Horton of the W. M. Ritter Lumber Company reports a better demand from retailers, as dealers' stocks are getting low. A large majority of the orders call for immediate shipment. Considerable buying is also being done by factories, especially those making boxes, furniture and implements. Shipments are slow because of embargoes and railroad congestion.

The National Army Cantonment at Chillicothe is now as nearly completed as it ever will be and a large force of the workmen has been relieved.

INDIANAPOLIS

H. C. Atkins of E. C. Atkins & Co. has been appointed on a committee of business men to assist in solving the fuel problems that are confronting the Indianapolis public. The committee also will conduct an investigation to ascertain what would be a fair retail price for coal. Mr. Atkins has been devoting much of his time lately to patriotic work. He was the campaign manager of one of the leading teams which recently collected funds for the Y. M. C. A. war work.

The Hardwood Lumber Company of Wabash, Ind., has dissolved as a corporation.

The Booth Furniture Company of Indianapolis has increased its capitalization from $40,000 to $150,000.

The Consumers' Lumber Company, South Bend, Ind., has been incorporated with a capitalization of $10,000. The directors of the company

HARDWOODS

FOR EVERY PURPOSE

STERNER LUMBER CO. PHILADELPHIA

Unusual Service Right Prices

WE MANUFACTURE bandsawed, plain and quarter sawed

WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

——Your inquiries solicited——

ARLINGTON LUMBER CO., Arlington, Kentucky

Wistar, Underhill & Nixon

Real Estate Trust Building

PHILADELPHIA, PENNSYLVANIA

CHOICE DELTA GUM Dry and Straight

VON PLATEN LUMBER COMPANY

Iron Mountain, Mich.

HAVE FOLLOWING STOCK AT IRON MOUNTAIN, CAR SHIPMENTS:

50 M 5/4 No. 1 & 2 Common MAPLE.
50 M 7/4 No. 1 Common & Better MAPLE.
50 M 8/4 No. 2 Common & Better MAPLE.
50 M 12/4 No. 3 Common MAPLE.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co.

Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

are Harold Lake and Ernest M. Morris. The company has opened offices in the Farmers' Trust Company building, and later will open a mill.

EVANSVILLE

O. Grimwood of Grimwood & Hinton has returned from a business trip. He reports that the lumber manufacturers of this section are having much trouble getting cars, and says that when they are not bothered by the car shortage they have to worry over the labor problem.

Mr. Hinton of the hardwood firm of Grimwood & Hinton has disposed of his interest in the Evansville Coffin Company and is now devoting all his time and attention to the lumber business.

Daniel A. Wertz of Maley & Wertz, hardwood lumber manufacturers, is back from a business trip in the northern part of the state and says that while trade is not booming manufacturers are holding their own very well. Mr. Wertz is making arrangements for the annual of the Indiana Hardwood Lumber Association, which will be held at Indianapolis in January of next year.

The John C. Smith Hoe & Tool Company, one of the best known concerns of its kind in the Central West, has embarked into a new business, that of manufacturing cars for use in coal mines. The company had experienced a great deal of trouble in getting materials for hoes and other tools and decided to go into the other line of business. The concern is now busy and has no trouble in getting all the lumber it needs.

The plant of the Henderson Wagon Works at Henderson, Ky., has been closed down and will be offered for sale. The stock in the factory is owned largely by the banks and trust companies of Henderson, who were desirous of realizing on their stock, and it was decided for that reason to close down the plant and quit business. The company recently refused to accept a government order for $300,000 worth of army wagons.

Newton McKim, living at Aurora, Ind., on the Ohio river several miles northeast of here, has had an old house torn down that was built more than one hundred years ago by the grandparents of his wife, and the walnut logs of which the house were built were sold. The logs were pronounced as good as new and brought a good price. The old house was known as the "Gray Gables," and was one of the landmarks of Dearborn county.

The Benham-White Company of Crothersville, Ind., with a capital stock of $17,000, has filed articles of incorporation. The company will manufacture woodenware. Directors for the first year will be Clayde W. Keach, Harlan B. White and Alex W. Benham.

Thieves are said to be stealing thousands of dollars worth of walnut, beech and poplar trees in Brown county, Ind., a few miles north of here, and the authorities will make an investigation. Thousands of acres of timberlands in Brown county have never seen the ax and are many miles away from the nearest house and it is said the thieves have been working undisturbed day and night.

MEMPHIS

The Crenshaw-Gary Lumber Company, which has its headquarters at Memphis and its mill at Richey, Miss., announces that it has already received one of the new barges it ordered some time ago and that it will use this for handling logs to its plants, as well as lumber therefrom, as soon as the water in Sunflower river is high enough to make this plan practicable. The barge has a capacity of 500,000 to 600,000 feet. Furthermore, the company has ordered several more of these barges and they will be put into service as soon as they are delivered, provided the water is high enough for this purpose. This company has been able for more than a year to operate only one of its mills because of the poor transportation service furnished by the Southern Railway in Mississippi, but it believes that its transportation problem is in a fair way of being solved through these barges. Sunflower river empties into the Mississippi at Vicksburg and lumber will be handled south on that stream to the Mississippi and thence to such destination as can be reached thereby.

J. F. McIntyre & Sons., Inc., Pine Bluff, Ark., have traded all of the hickory timber, 8,000,000 feet, on their 12,000 acres of hardwood property near that point to the Archibald Wheel Company for all the hardwood timber, except hickory, on the several thousand acres of timberlands owned by the latter. It is estimated that there are 4,000,000 feet of hickory on the latter tract which still belongs to the Archibald Wheel Company, thus giving it control of 12,000,000 feet of this material. J. F. McIntyre & Sons, Inc., have entered into an agreement with the Archibald company to saw all this hickory timber, all the logging to be done by the latter. This is perhaps the largest hickory transaction ever put through in this part of the country, and the negotiations have been materially hastened by the big demand for hickory from the government and from the builders of auotmobiles. It is reported that the government is in the market for 180,000,000 feet of hickory, and this one transaction involves one-fifteenth of that amount.

Brown & Hackney, Inc., with headquarters in Memphis, have purchased from the Tensas Land & Lumber Company, near Transylvania, East Carroll Parish, La., 6,000 acres of hardwood timberlands and a single band mill with daily capacity of 35,000 to 40,000 feet. The new owners have already taken charge of the property and are preparing to begin operations as soon as possible. They have cut out their timber holdings at Mounds, Ark., where they have operated for some years, and they are removing all of their logging and other equipment to Transylvania, where they are building seven miles of standard gauged road. The timber consists principally of cottonwood, gum, cypress and oak. Announcement of the purchase and of the plans of the firm has just been made by Mark H. Brown.

C. E. Van Camp, acting secretary of the Gum Lumber Manufacturers' Association, is at Grand Rapids, Mich., where he is looking after the handsome exhibit of gum lumber being made at the Better Homes Exposition at that point. Mr. Van Camp is taking the place of Secretary Pritchard, who has been called to Washington to manage the Southern Hardwood Emergency Bureau for the period of the war. He is also replacing Mr. Pritchard in the capacity of listing officer for west Tennessee and eastern Arkansas for the Twentieth Engineers (Forest).

The Jorgensen-Bennett Manufacturig Company has completed two drykilns built to replace those destroyed by fire some weeks ago. This firm is now able to operate at full capacity and take care of the requirements of its customers.

Among members of the lumber colony at Memphis who received commissions at the second officers' training camp at Fort Oglethorp, Ga., are: D. E. Stanton, formerly assistant secretary of the American Oak Manufacturers' Association; H. H. Clark of the office force of Penrod, Jurden

& McCowen, Inc., and Richard J. Welsh of the Welsh Lumber Company. Each was awarded commission as second lieutenant. Memphis hardwood industry is now particularly well represented in officers.

LOUISVILLE

John Churchill, president of the Churchill-Milton Lumber Company, Greenwood, Miss., formerly of Louisville, passed through the city last week on his way back to Greenwood, having been at Baltimore, where he underwent a minor operation.

The Norman Lumber Company recently closed a good contract for its sawmill waste for a period of one year. This concern handles poplar, and between its planer and box shook plant annually handles many cars of good waste, which can be utilized in paper making.

A voluntary petition in bankruptcy has been filed by the New Albany, Ind., woodworking house of Peter Jacobson & Sons, listing liabilities of $40,000 and assets of $26,760.45. This concern was moved to New Albany from Louisville about six years ago, after its plant was burned. Last March it suffered severely in the tornado which did so much damage in New Albany, and efforts to get started again were in vain. Peter, Era and Clarence J. Jacobson and Myrtle Marzian are the petitioners.

The War Department has awarded a contract to the Alfred Struck Company of Louisville for all repairs, improvements, enlargements, etc., to be made at Camp Taylor, which was recently completed by Mason & Hanger, who had the general contract. The Struck company also has a government contract at Jeffersonville, Ind., where it is building a new addition of several acres of buildings to the quartermaster's depot.

A number of Louisville men have recently received commissions in the army, graduating from the second Officers' Reserve Camp, at Ft. Benjamin Harrison, Indianapolis. Six men went up to this camp from the office of C. C. Mengel & Bro. Company, all of whom were commissioned first or second lieutenants. The list included E. B. Ford, Ferd Graham, E. C. Kornfeld, Sam C. Mengel, Culver Vaughn and William M. Johnson. Ross Kirwan of Kirwan Brothers, Louisville mill operators, has been commissioned a first lieutenant in the regular army. His brother, Edward E. Kirwan, was commissioned a first lieutenant some months ago, graduating from the first camp as an officer in the Officer's Reserve. Walter Cumnock of the Roth Lumber Company, a relative of W. R. Willett of the W. R. Willett Lumber Company, was commissioned a lieutenant. Marc Wymond of the Chess & Wymond Company, obtained a first lieutenant's berth, while Will Wymond of the Holly Ridge Lumber Company, has been appointed to the aero squadron. A number of men connected with the woodworking and allied trades have received commissions.

In order to obtain a bond issue of $100,000 to provide for extensions, improvements and additional working capital, the Hoosier Panel Company of New Albany has placed a mortgage covering its plant with the German-American Bank & Trust Company, which has arranged the floating of the bonds. These bonds bear 6 per cent, and will mature in lots of $3,000 the first half and $3,500 the last half of each year until 1932.

In order to take care of increased business and generally larger operations, the Embry Box Company has filed amended articles of incorporation, increasing its capital stock from $150,000 to $200,000.

George Henry, seventy-three years old, vice-president of the Alfred Struck Company, died on November 25, following a short illness. Mr. Henry had been with the company for thirty-four years. He is survived by his wife and a daughter.

A new brick building is being erected at the plant of the Wood-Mosaic Company, New Albany, to house a big hog that is being installed to grind up wood waste for use under the boilers. Numerous big lumber mills are now paying more attention to wood waste, which is worth considerable with coal at present high prices.

The car shortage has been giving the Edward L. Davis Lumber Company some trouble, but the demand for ash has been extremely good, walnut, hickory, oak ond other hardwoods being active also. With a fair car supply, however, business would be just about all that could be asked for, as the demand is greater than the supply just now.

Complaint has been filed before the Interstate Commerce Commission for the account of the W. P. Brown & Sons Lumber Company by the Louisville branch of the Southern Hardwood Traffic Association, naming the Chicago, Rock Island & Pacific and the Southern Railroad Company, and attacking a rate of 17½ cents from Brasfield, Ark., to Athens, Tenn., via Memphis, on lumber in car lots. A new rate of 16 cents is asked and reparation for overcharges.

After meeting each Tuesday evening over a period of ten years the Louisville Hardwood Club is now meeting only on the first and third Tuesdays of each month. This matter was brought up at the annual meeting in November, and was later voted upon. The organization at its last November meeting changed its constitution and bylaws in order to hold the meetings twice a month, and also changed to admit non-resident members, who have representatives in Louisville. The principal matter of interest was an address by Mr. Stubbs, Canadian representative of the Card Lumber Company of Chattanooga, Tenn., who discussed lumber conditions as they exist in Canada. Mr. Stubbs stated that business was much better than it has been. However, in order to avoid traffic troubles the company has shipped large stocks into Canada, and has them on storage to take care of the Canadian trade.

One of the largest shipments of soft building lumber by express on record out of Louisville was a two-car shipment made by the Alfred Struck

Open Yard, Narrow Piles,
Narrow Stickers, Assure
Uniform Drying of

LENOX LUMBER

KENTUCKY SOFT TEXTURED

White Oak, Poplar

Hardwoods

American Lumber & Mfg. Co.
PITTSBURGH, PA.

The following stock is in excellent condition, *ready for immediate shipment*

5/4 No. 2 Common & Better ASH	15,000′
4/4 No. 2 Common & Better BASSWOOD	25,000′
5/4 No. 2 Common & Better BEECH	150,000′
5/4 No. 3 Common BEECH	340,000′
3/4 No. 1 Common & Better BIRCH	55,000′
4/4 No. 1 Common & Better BIRCH	58,000′
4/4 No. 2 Common & Better BIRCH	29,000′
4/4 No. 2 Common BIRCH	120,000′
4/4 No. 3 Common BIRCH	12,000′
8/4 No. 2 Common & Better BIRCH	16,000′
8/4 No. 3 Common BIRCH	10,000′
4/4 No. 1 Common & Better HARD MAPLE	50,000′
6/4 No. 2 Common & Better HARD MAPLE	25,000′
8/4 No. 2 Common & Better HARD MAPLE	150,000′
10/4 No. 2 Common & Better HARD MAPLE	15,000′
4/4 No. 3 Common HARD MAPLE	40,000′
5/4 No. 3 Common HARD MAPLE	250,000′
8/4 No. 3 Common HARD MAPLE	100,000′
4/4 No. 2 Common & Better SOFT ELM	68,000′
4/4 No. 3 Common SOFT ELM	110,000′
6/4 No. 2 Common & Better SOFT ELM	30,000′
4/4 No. 2 Common & Better SOFT MAPLE	50,000′

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

Plain & Qtd. Red & White

OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

Company last week to Walls Brothers of Chicago, who are building the Winton hotel at Cleveland. This contract is a bonus arrangement, and the time is nearly up. A car of lumber shipped from Louisville on October 23 did not reach Cleveland until November 15, and the contractors are not taking further chances. The express charges to Cleveland are about $400 to $500 a car, as compared with $150 by freight. However, on a bonus contract, working in favor of both contractor and owner, a day's difference on the wrong side means considerable.

The country in western Kentucky is being combed for hickory and white oak by the Forbes Manufacturing Company, wagon builder, who has a big government contract for wagons. About $50,000 worth of hickory is required, big logs being used as well as small bolts for axles, singletrees, spokes, etc. The company is advertising in the papers in hopes of being able to get the farmers interested in turning loose of a bit of timber.

One of the largest and most attractive weddings of the season was that of Miss Elizabeth Booker, sister of Ned Booker and Bodley Booker of the Booker Box Company, to Capt. George Maynard Chescheir of the One Hundred and Thirty-eighth Field Artillery, held in Louisville last week. Following the ceremony the young couple went South, where they will occupy an army shack at Camp Shelby, Hattiesburg, Miss., where Capt. Chescheir is stationed.

About forty men have been released from the works of the Winchester Lumber & Manufacturing Company of Winchester, Ky., due to traffic conditions which have tied up things for the organization. At the present time embargoes prevent it from shipping its manufactured products into much of the East, where its principal business is handled, while at the same time it has been unable to secure cars in which to make shipments.

W. R. Willett, head of the W. R. Willett Lumber Company of Louisville has been kept hustling during the past few days in getting a big pine contract of about 2,000,000 feet of pine for government work at Jeffersonville, Ind., delivered, but has about cleaned up this work, and is again lending most of his attention to hardwood business.

ARKANSAS

As the result of the scarcity of railroad equipment, operations at a number of the veneer and hardwood manufacturing plants at Helena are now suspended, among which are included the Kurz-Downey Company, the Arkansas Veneer Company and the Theo. Fathauer Company of Arkansas. The car shortage situation has been acute for some time, but it has recently gotten to such a stage that some of the plants, as above stated, have found it advisable to suspend operations for a while at least. While the railroad officials exhibit a hopeful attitude, the plants are without sufficient raw materials to justify their operating, and many of them are finding it very difficult to secure sufficient cars in which to ship out the manufactured products made before the car shortage became so bad. It is not determinable just when these plants will again be able to proceed with their work.

Some of the Helena industrial plant owners are feeling some elation over what they consider a signal victory for the lumbermen of that place, in the recent announcement by the railroad officials that the order issued some time ago forbidding the use of equipment of any character for cross-town switching has been withdrawn, and that the old arrangements will now be put into operation again. Several industries of that place are entirely dependent upon custom mills for their products, and in a number of cases this business is necessarily handled by cross-town switching, or between Helena and West Helena, a distance of some seven miles.

The restoration of the old order of things is due to the efforts of the Southern Hardwood Traffic Association, which had charge of and handled the question of the discontinuance of this class of service for its members at that point.

Practically all of the plants manufacturing boxes, barrels and screen doors are now employing many women, and even the regular lumber manufacturing plants, both hardwood and yellow pine, are finding women suitable for certain kinds of the lighter work.

Most of the manufacturing plants of the state have shortened the hours of labor, and increased the scale of wages for labor. The average is perhaps 20 or 25 per cent over what it was a year ago. But even this added inducement fails to bring out all the needed laborers, probably due to the fact that they are simply not to be had. While some of the larger manufacturers say they are getting along in fair shape, most of them admit that they are having considerable difficulty in securing all the help they need.

The Frisco Stave Company of Jonesboro has filed articles of incorporation with the secretary of state and is now operating as an Arkansas corporation. Its capital stock is $15,000. R. L. Smith, H. L. McNieve and W. W. Case are the incorporators.

A. J. Weisinger is preparing to erect a plant at Lake Village, Ark., for the purpose of manufacturing sawed staves.

The Delta Mill Work Manufacturing Company of Dermott, Ark., and the Mohawk Lumber Company of Magnolia, Ark., have recently surrendered their charters.

WISCONSIN

The Northern Casket Company, Fond du Lac, Wis., with branch plants at Sioux City, Ia., and Denver, Col., is establishing new departments for the production of all-metal coffins on a commercial scale. The output of hardwood caskets will not be diminished.

The Shawano Lumber Company, Shawano, Wis., has increased its capital stock from $75,000 to $150,000. E. H. Steiger is president.

The Dollar Bay Lumber Company, Dollar Bay, Mich., shut down its mill for the season, after sawing about 5,000,000 feet. Woods operations are being conducted on a scale indicating a similar cut during the coming season.

The Kiel Woodenware Company, Kiel, Wis., which is building a one-story factory addition, 80x320 feet, and enlarging its power plant, is in the market for a 250-kilowatt generator set and new motors ranging from 5 to 50 horsepower.

The Gustave Kaye woodworking plant at Grand Rapids, Wis., had a $2,500 loss by fire on November 22.

The Globe Shipbuilding Company, Superior, Wis., is being enlarged by the addition of an area of 400x1,500 feet, which is being equipped with three electric traveling cranes.

The Henshaw-Worden Lumber Company, Antigo, Wis., has been incorporated with a capital stock of $100,000 to take over saw and planing mills and a large part of the timber holdings of the Kingsbury & Henshaw Lumber Company, Antigo. C. E. Henshaw, J. H. Worden and A. B. Goodrick are the organizers of the new company. John J. Kingsbury, senior member of the Kingsbury-Henshaw concern, died several months ago. The Henshaw-Worden interests have purchased the steam creeper-tractor, sleighs and other equipment of the Kellogg Lumber Company.

F. J. O'Neil has been appointed general manager of the Shawano Lumber Company, Shawano, Wis. Mr. Rinehard will continue as superintendent of the mill.

The Waukesha Manufacturing Company, Waukesha, Wis., established many years ago by Madden Bros., has been purchased by Harry L. and Harlow H. Ferris, Waukesha, who will continue the manufacture of packing boxes, livestock crates, sash and door, etc.

The Northern Wood Products Company, Glidden, Wis., is erecting a factory addition and installing considerable new equipment. W. A. Thomas is president.

The Dempsey Lumber Company, Tacoma, Wash., with a branch at Racine, Wis., has been chartered in this state. The capital stock is $500,000 and the Wisconsin interest is stated to be $36,000.

The Marinette & Menominee Box Company, Marinette, Wis., which recently purchased the plant and business of the Peninsular Box & Lumber Company, Menominee, Mich., is transferring the machinery and equipment to Marinette, where it is being installed in the former sawmill building, which has been doubled in size and connected with the main factory. A new sawmill was erected about a year ago. The Peninsular company was established in 1896. Harry L. Haslanger is general manager of the combined concerns.

The N. Ludington Company, Marinette, Wis., which opened its sawmill in 1858, and has been sawing almost continuously since that time, sawed its last pine log late in November. From this time on the mill will be operated with logs brought by rail, and the cut will be mixed timber, with a large percentage of hardwoods. The Ludington Company is owned principally by the Hon. Isaac Stephenson, Marinette, former United States Senator from Wisconsin, who was active in its management for the last sixty years.

The Appleton Hay Tool Company, Appleton, Wis., a large manufacturer of car-moving devices, has purchased a large tract of hard maple timber in northern Wisconsin to insure its plant an adequate supply of bolts for handles for the car-movers. The company is 2,000 devices behind on its orders, many of which come from England and France. Heretofore its entire supply was furnished under contract by an Oshkosh handle plant, but this is insufficient. Handles for car-movers for France are one-third longer than those for other countries because of the smaller car wheels used by French railroads.

Lumber manufacturers of Wausau, Wis., are overcoming the acute shortage of cars, which has interfered seriously with supplying mills with logs, by putting large stocks of logs on railways along the sidings at their camps, instead of attempting to ship large quantities at once. Logs will be kept on the railways until they are needed at the mills. Heretofore logging camps were not equipped with an adequate number of landings, and the result was that more than twice the number of logs needed each day were shipped to the mills during the winter, when cars are scarce, instead of distributing the shipments more equally over the spring and summer periods, when cars are in more liberal supply. By means of a judicious handling of logs, mills at Wausau expect to be able to maintain their cut at least at normal during the coming year, and logging operations have been planned accordingly.

The labor situation shows considerable improvement and logging operations consequently will be of larger volume than earlier anticipated. The higher scale of wages which is now being paid has produced a more adequate and steadier supply of men for woods work. However, the situation still is not entirely favorable and many hundreds of men are wanted in the northern hardwood belt.

F. C. Barlow, who left the position of superintendent of the sawmill department of the Phoenix Manufacturing Company, Eau Claire, Wis., to enlist in the Tenth Engineers (Forest) Regiment, which is now in France, has written a letter home in which he speaks of having been assigned to act as mail censor, but that he expected at the time, which was October 30, to be engaged in supervising the work of two companies of forestry en-

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

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Prompt Shipment, and Guaranteed Inspection

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Low Grade Lumber for Boxing and Crating

BASSWOOD

151287 ft.....1" No. 2 & 3 Common
250000 ft.....1¼" No. 2 & 3 Common
150000 ft.....2" No. 2 & 3 Common

BIRCH

235000 ft.....1" No. 3 Common
185000 ft.....5/4" No. 3 Common

BUTTERNUT

18000 ft.....1" No. 2 & 3 Common

SOFT ELM

85000 ft.....1½" No. 3 Common

HARD MAPLE

186000 ft.....1" No. 3 Common
110000 ft.....1¾" No. 3 Common
192000 ft.....2" No. 3 Common

Payson Smith Lumber Co.

MINNEAPOLIS, MINN.

CHICAGO OFFICE
1665 Old Colony Bldg. J. C. Moffat, Rep.

DETROIT OFFICE
Henry Clay Hotel P. M. Youngblood, Rep.

Oak Maple Chestnut

Manufacturers and Dealers
—in—
West Virginia and Southern
HARDWOODS

The Atlas Lumber & Mfg. Co.
Union Trust Building, CINCINNATI, OHIO

BLISS-COOK OAK CO.
BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As
OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

BIRCH

We have a complete assortment of practically

ALL GRADES & THICKNESSES

GOOD PLANING MILL FACILITIES

Send us your inquiries

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Rhinelander, Wis.

Mills: RHINELANDER, PARISH HELENA, ARK.

L-B QUALITY

—Kraetzer Cured—

GUM LUMBER
OAK LUMBER
OAK FLOORING

(*The Famous Forked-Leaf Brand*)
Southern Yellow Pine Unexcelled for Crating.
We have 115,000,000 feet in pile.
Accurately Manufactured, Carefully Graded, Priced Right

Long-Bell Lumber Company
R. A. Long Building Kansas City, Mo.

gineers. Mr. Barlow received a commission as captain of forestry engineers, but until the regiment was ready for actual duty as indicated by its title, he and other officers were set at other necessary tasks somewhat out of their line.

The wholesale lumbermen of Superior, Wis., and Duluth, Minn., the Twin Ports at the Head-of-the-Lakes, were the guests of the retailers of the two cities on November 21 at a banquet in the Hotel Superior. Last summer the wholesalers defeated the retailers in a thrilling baseball game, the stake being dinner. Advantage was taken of the occasion to talk over business conditions. It was stated that although it appeared from the building reports of the United States that the demand for lumber of all kinds for construction purposes shows a falling off, the fact is that business has been very good and much better than in some past years, due to the heavy absorption of lumber by the government and those furnishing the government with materials, supplies and other goods.

The Upper Peninsula Loggers' Association was organized at a meeting of representatives of twenty-five logging and lumbering operators in northern Michigan, held November 30 at Houghton, Mich. The organization is similar in nature and scope to that recently formed in Wisconsin and other states at the suggestion of the Council of National Defense and the Food Administration. L. G. Hillyer of the Baraga Lumber Company, Baraga, Mich., was elected president and J. H. Bice of the Greenwood Lumber Company, Ontonagon, Mich., secretary and treasurer. Numerous lumber companies of northern Wisconsin which operate logging camps in the peninsula are members of the new association.

W. A. Holt of the Holt Lumber Company, Oconto, Wis., was elected president of the Northeastern Wisconsin & Upper Peninsula Loggers' Association, which was organized at a meeting held in Green Bay, Wis., on November 16. Albert Klass, Oconto, was elected secretary and treasurer.

C. J. LeSure, founder of the LeSure Lumber Company, Sellwood building, Duluth, Minn., who retired from its active management three years ago, died from heart failure after an illness of two days, at the age of sixty-six years. He was born in Genesee, Wis., on April 10, 1851, and located in Duluth in 1894, in which year he financed and supervised the construction of the LeSure sawmill on Grassy Point, one of the largest mills of the day and still an important producer.

Edwin R. Radford, a leading timber and lumber operator of Menominee, Mich., died at a sanitarium at Battle Creek, Mich., on November 28, aged sixty-seven years. Mr. Radford for many years was vice-president and general superintendent of the Wisconsin Land & Lumber Company, Hermansville, Mich. He was for twenty-four years chairman of the Menominee county board of supervisors and held many other offices of public trust.

J. H. Reiser, Milwaukee, traveling representative of the Wausau Lumber Company, Yawkey-Bissell Lumber Company and Marathon Lumber Company, Wausau, Wis., has received word from his son, Raymond, who enlisted in the United States Navy when war first was declared upon Germany, that he now is a yeoman on board the United States supply ship Kanawha. Mr. Reiser received a postal card message from his son at Halifax upon his return from the first trip to France.

The Hardwood Market

CHICAGO

The trade continues quiet in Chicago, inventory taking having its usual further effect in addition to results from other causes. Local lumbermen are laying their plans so as to be prepared in case certain of the industries appearing on the list of 500 unnecessary articles be limited in their manufacture or eliminated entirely from their usual production. Some lumber is moving into Chicago, part for reshipment and a large quantity for use in different factories which are operating on commodities and materials having to do with the war. But the building situation and its prospects remain unchanged insofar as betterment is concerned.

The local trade dependent upon outside mills for its supply of lumber is finding great difficulty in filling orders on books on account of car and labor troubles at the mills. In fact, many lumbermen are concentrating today on the question of getting shipments rather than soliciting new business, and while results are not entirely satisfying, personal attention to this feature is helping the movement somewhat. Some lumber is being offered at reduced prices, but on the whole the difficulty in securing stocks is maintaining the markets in firm shape.

BUFFALO

Lumbermen generally are much disturbed about the rumors that the trade is to be held up on account of decisions that their shipments in general lines are not needed. Lumber shippers with a supply on hand are stiffening their prices on that account, while furniture and implement factories are afraid to buy lest they find themselves unable to ship their product after it is manufactured. This uncertainty bids fair to continue indefinitely.

The report that the government has asked for 13,000,000 feet of heavy

oak for war uses, supposed to be for cannon carriages, has increased activity and tended to stiffen prices. Buffalo has quite an amount of that lumber, but some dealers think that prices will be higher next year than now and do not care to dispose of their stock too rapidly. Oak continues to be about the best wood in demand, though maple is wanted to a large extent.

The hardwood demand is fairly large in industrial plants which are filling war orders. Business at most yards is about as good as a month ago, though there has been a falling off in the inquiry from furniture factories and from the building trade. These two lines are not expected to do much during the remainder of the year, though a revival in trade is looked for next spring. Car scarcity threatens to become worse, while numerous embargoes are in effect upon the rail lines.

Receipts of lumber by lake during the past month were about 3,500,000 feet, bringing the total for the season up to approximately 46,000,000 feet. Vessels have been scarce and freights abnormally high, so that receipts have been less than usual.

PITTSBURGH

Hardwood men are chiefly worried by the difficulties in getting shipments and not by the lack of business. Orders are coming along in a very fair way considering the lateness of the season, and business would not be at all bad if deliveries could be made in anything like good time. The railroad situation is worse this week than ever before. There is little or no hope of any improvement in shipping conditions for the lumbermen this winter. As a result, wholesalers are very careful about the kind of business they take on. Trade with the manufacturing and mining concerns is good. Those plants which have war orders are buying a lot of hardwood lumber. Mixed hardwoods to the mining trade are good sellers. More inquiries have also come of late from the retailers, as their stocks were getting very badly broken.

BOSTON

The hardwood trade of this district is becoming a sharply defined industry, divided into government and non-governmental classes, the former characterized by heavy demands, high prices and favorable transportation facilities, and the latter surrounded by practically insurmountable obstacles. There is comparatively little interest in the values of stock for domestic consumption, the normal influences on price being of no operative effect. The manufacturing customers for this class of material express serious doubts as to their ability to continue producing much longer or to deliver goods they are completing whether contracted for or not. The finish and building men being almost out of the market, it is a question with the dealers in general hardwoods what possible opportunity there is for them to operate with safety in any reasonable volume, unless they have the capacity to enter the market with stock directly or indirectly demanded for war requirements. For such of that business as can be handled, which is relatively smaller in a commercial than in a producing section, the problem is reduced to substantially that of getting the lumber on the cars and getting price enough to cover the extraordinary costs. The situation of dealers working in either class of trade is uncertain and productive of much concern of what will happen when a change comes and how long can current conditions be sustained.

BALTIMORE

The volume of business in hardwoods keeps up well enough, even though most orders are for immediate delivery. Members never have much ahead and always seem to be just at the end of their activities. The freight embargoes on the railroads, of course, are worse than ever, keeping most of the members of the trade busy trying to straighten out transportation tangles. But in spite of all these drawbacks, new orders come in with sufficient freedom to bring the aggregate of transactions up to fairly impressive figures. Many of the dealers are using every endeavor to add to their holdings, foreseeing a scarcity of stocks or such serious impediments in the way of the distribution as to cause local famines; and they want to be in a position to take care of the wants of their customers. The mills, for their part, are hampered in their operations by the scarcity of labor, and they experience great trouble in getting railroad cars or permits to have these cars go forward. While the hardwood trade is less subject to the requirements of the government than yellow pine, the necessities of the box makers are forcing a general extension of the wood used in the manufacture of containers, and the recent announcement that some 17,000,000,000 feet of all kinds of lumber would be required to take care of the needs in this direction is certain to cause a tightness in the offerings of poplar, gum, birch, and other woods which have heretofore not been worked up into shooks. That this call will have a pronounced effect upon the value of the woods in question is hardly to be doubted, so that there is likely to be a further rise even in the higher grades, even though the ordinary activities in which these higher grades find use are being interfered with. There is also a prospect that the factories which turn out interior trim and which have not been rushed of late will be called upon for larger quantities of their product because of the house construction that is in prospect, the housing facilities being very far short of those required to take care of the thousands of workers

Swain-Roach Lbr. Co.

SEYMOUR, IND.

We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

We have for sale 1 car 1" No. 1 Common & Better Soft Maple; 3 cars 6/4" No. 1 Common & Better Beech; 1 car 4/4" Clear Sap Poplar, 7-10" wide; ½ car 4/4 Panel Poplar, 18" & up wide; 2 cars 4/4 FAS Sap Gum; 1 car 5/4 FAS Plain Red Oak; 1 car 4/4 No. 1 Common & Better Red Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS

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Best Indemnity at Lowest Net Cost
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The Lumber Mutual Fire Insurance Company, Boston, Mass.

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CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
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C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

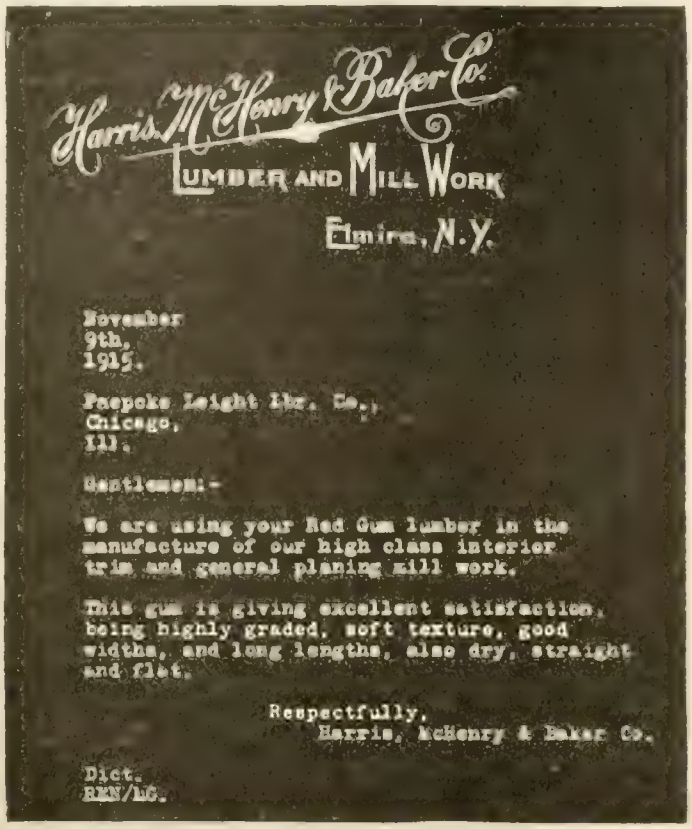
The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin



Of course it is true that

Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST.

CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

attracted by the new enterprises at different points. Altogether the outlook for a good demand for hardwoods is promising, and while for the time being a slowing down may have taken place, the increased requirements are bound to make themselves felt. The indications also are that exports will be augmented, the stocks held abroad having been reduced to very small proportions.

COLUMBUS

The hardwood market in central Ohio territory has been quite firm and active during the past fortnight. Buying is better, and while shipping facilities are still restricted, a larger amount of lumber is coming into the local market. On the whole the tone is better and prospects are higher.

Manufacturing establishments are in the market for stocks, and quite a few orders have been received from furniture, box and implement factories. Factories are buying mostly for the present and are not inclined to accumulate stocks to any extent.

The retail trade is improving and there is a distinct movement to stock up for expected winter demand. Building operations are slightly better and generally speaking there is a better feeling in building and contracting circles. Stocks are considerably broken and hurry orders have been made to replace them. Prices are firm at the levels which have prevailed for the past month. Several advances have been recorded. This is especially true of chestnut and poplar. Collections are usually good.

Plain and quartered oak, ash, and basswood are in good demand and prices practically are unchanged. Poplar is moving well, especially the lower grades. Other hardwoods are unchanged.

INDIANAPOLIS

Hardwood manufacturers in central Indiana report a continued improvement in demand, which is attributed to an increasing number of war orders calling for hardwoods. The customary channels of business are not producing the demand that was expected, but this loss of business is being made up by the orders of other plants, which in many cases have been only small consumers in the past. The furniture industries, however, present a brighter outlook as stocks on hand are becoming small, and these manufacturers are showing increased interest in the market. The demand for box making materials continues to improve.

Ash, hickory, oak, and walnut are in the heaviest demand. Prices are steady, but tend upward. The car shortage gives the trade much difficulty, and operating problems are increasing. In many localities operation has been hampered by a lack of fuel. Labor is scarce, especially in small manufacturing centers.

Very little activity exists in building. Building operations last month amounted to only $400,200, a loss of $320,876, compared with the values for the corresponding period of last year. Building operations for the first eleven months of the year are valued at $7,017,159, compared with $8,407,030 for the corresponding period of 1916.

CLEVELAND

Slump in building operations, due to the advent of colder weather, has not affected the position of hardwoods in this market, with one exception. That is oak flooring which is about $2 per thousand lower than a fortnight ago. This slight reduction, however, is due only to the fact that this wood is a little more plentiful than others. Other descriptions continue firm. Offerings in yards and by dealers are decidedly limited because of the car shortage. Maple flooring is in good demand, although values are no higher than formerly. Principal business for these woods is in factory and other industrial construction work. For this much cypress is being used, and the absence of keen inquiry for this material in small house construction offsets the outlet in industrial channels and keeps quotations steady.

EVANSVILLE

Trade with the hardwood manufacturers of southwestern Indiana is reported fairly good in some lines, while in others it is inclined to drag. Lumber that is being used in the making of war materials is in brisk demand, but that for regular routine trade is not so active. Logs are coming in slowly owing to the inability of manufacturers to get flat cars. The up town mills in Evansville are being operated steadily, but some of the large mills will be forced to close down soon unless the log situation improves. The labor shortage is worrying some of the manufacturers.

Quartered white oak has been off for some time, while plain white oak is good. Plain red oak is in good demand, but the call for quartered stock is light. Cottonwood is moving fairly well. The box factories are working on war orders and it is expected that cottonwood will be in good demand for some time. Elm and maple are only fair, while gum is off. Hickory and the best grades of walnut are in strong demand and ash is moving well. The poorer grades of walnut are in slight demand. Collections are fair. The general trade outlook is not bad and manufacturers believe that the new year will start off all right. Building operations are slow and no improvement is looked for until early next spring. Sash and door men and planing mill owners say trade is nothing to brag about now. Many of the large wood consuming factories in Evansville are being operated on time. Plow factories are especially busy.

For Greatest Range of Uses

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Easiest Handling

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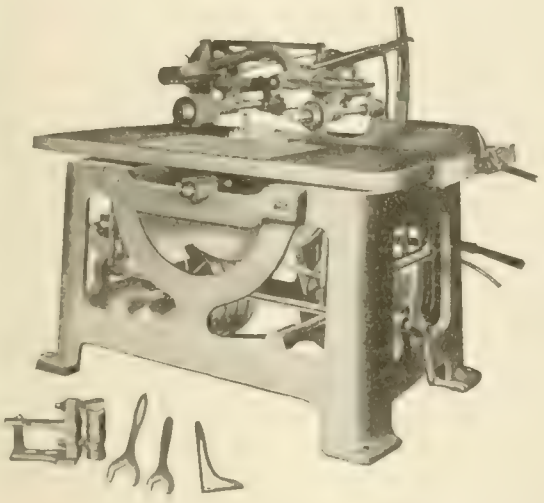

Th: "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—**Will you?**

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a **positive** and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

MEMPHIS

The hardwood market displays an excellent tone, for which there are two good reasons furnished by hardwood lumber manufacturers. One is the curtailment of output forced by the failure of the carriers to furnish the necessary cars to keep the mills supplied with logs and the other is the increasing demand for southern hardwoods. The supply is thus cut, to some extent at least, at both ends, and this process is taking place at a time when stocks are admittedly considerably below normal. Advances have recently occurred in some items and still higher prices, in the opinion of prominent members of the trade, would be a perfectly logical development on the basis of the foregoing premises and of other conditions obtaining at present.

Box manufacturers are doing the largest business in their history and are absorbing all the low-grade cottonwood and gum they can find. It is suggested that, with the general curtailment of hardwood output, which must necessarily involve both cottonwood and gum, the box manufacturers will not be able to secure enough low-grade stock to meet their requirements and that they may find it necessary to use the entire cut of gum logs in their plants. It is pointed out that prices on low-grade cottonwood and gum are rapidly reaching the level where it would require only a limited amount of further improvement in prices to make it possible to use every grade of lumber manufactured from gum logs in box factories. And this view is gaining ground for the reason that there is nothing like the demand there has been heretofore for the higher grades of red and sap gum from the furniture trade, from manufacturers of interior trim and from other sources, a condition which necessitates finding a ready outlet for these comparatively dull items. The higher grades of cottonwood, too, are in less active demand than the lower and this may mean the use of rather higher grades of this material in the box factories.

High-grade quartered white oak is moving more freely than heretofore. This development has come as a surprise in view of the restrictions thrown around furniture and cabinet manufacturers and in view of the comparatively limited building operations in all parts of the country, but it is none the less welcome on this account. The excellent demand for thick plain oak stock running thicker than 4/4 has caused most manufacturers to saw the thick stock to the comparative neglect of the thin. As a result there is more inquiry reported for 4/4 oak in No. 1 common and better in proportion to the supply available. Ash is reported moving well in all grades and the demand for hickory is the largest ever experienced. Cypress is moving in good volume, but there is little doing in elm.

LOUISVILLE

The government demand for hardwoods continues to feature the local sale of hardwoods, and practically all of the local operators are being kept busy on orders for use in some department of the navy or army. The demand for ash appears to be unlimited, and all grades are in big demand. Hickory and oak are probably the two next most active woods, while gum and poplar are moving fine. The demand for walnut is the greatest ever known, and mills are having trouble in getting enough logs to fill government requirements. Some of the small mills are now cutting and shipping walnut flitches to mills making gunstocks. As only the best grades are used in gunstocks there is much cheap dimension walnut on the market. Mahogany is active, and the mills are having no trouble in disposing of their output, while the aeroplane demand for walnut, mahogany and ash is fairly brisk. Low grade hardwoods are being kept well in line by the demand from the box manufacturers. Veneers and glued-up stocks have been fairly active all fall. However, embargoes are playing havoc with shipments into eastern sections, and the car shortage in the South is such that many mills have been forced to suspend operations while awaiting cars. Very few long contract orders are being taken, but immediate shipment orders are coming in so fast that there is no scarcity of business. Some of the people who in past years endeavored to place contract orders are holding back while awaiting the outcome of the proposed regulations relative to shipping non-essentials.

MILWAUKEE

Considering the period of the year, when business usually is rather quiet, the demand for hardwoods of all kinds at this time is reported to be good and for certain grades it is excellent. Prices are being firmly maintained and the tendency is upward, although it is hardly likely that any important changes in lists will be made until after the close of the year.

Reports from the northern Wisconsin hardwood districts indicate that logging and lumber operators are overcoming to a great extent the unfavorable conditions which earlier had been expected to affect the coming year's supply to a very material extent, commencing with a restricted output of logs because of the shortage of labor and unfavorable transportation conditions. While the car situation is steadily growing worse instead of better, the labor market is easier as the result of a general advanced in the wage scale, which has not only increased the supply, but improved the quality of the men available for woods work.

A large percentage of hardwood lumber business, of course, is transacted directly on government account, and with concerns executing federal contracts, including material for airplanes, motor vehicles, trailers, and even furniture and fixtures for depots and other needs. Yet there is a fairly good demand from purely private sources, and this a source of much gratification to the hardwood industry. In general conditions are regarded as more favorable than they have been for some time past.

CLASSIFIED ADVERTISEMENTS

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYMENT WANTED

MANUFACTURERS-WHOLESALERS-EMPLOYERS

when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Salesmen, J. H. RUMBOLD, Sec'y, North Tonawanda, N. Y.

MANAGER WITH BEST

of references from present and past employers desires to make a change. Eleven years' experience in lumbering, estimating, milling, mapping, river work, purchasing and office duties. Technical education as engineer and forester. Address "BOX 116," care HARDWOOD RECORD.

WANTED—POSITION AS

Auditor, Sales or Office Manager, by young man, expert accountant and systematizer, with legal education and 15 years of executive and sales experience in wholesale and retail lumber and other lines. Married and exempt from draft. At present employed. Excellent reasons for desiring change. Address, "BOX 120," care HARDWOOD RECORD.

EMPLOYES WANTED

WANTED—EXPERIENCED

double band mill superintendent for a West Virginia operation with many years of timber supply to be manufactured. Address, "BOX 121," care HARDWOOD RECORD.

WANTED—A THOROUGHLY

experienced lumber bookkeeper for high grade manufacturers of hardwood lumber. Address, "BOX 483," Memphis, Tenn.

LOGGING SUPERINTENDENT WANTED—

who has had experience in logging a double band mill. Address, "BOX 123," care HARDWOOD RECORD.

TIMBER ESTIMATING

TIMBER ESTIMATING
THOS. J. McDONALD,
Forest Engineer,
East Tennessee Bank Bldg.,
Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR
NORTHERN, SOUTHERN AND TROPICAL TIMBER
D. E. Lauderburn, Forest Engineer,
158 Fifth Avenue, New York, N. Y.

LOGS WANTED

100 CARS WHITE ASH LOGS

12" and up in diameter 8' and up long. Inspection at shipping point. Terms spot cash. THE LA FONTAINE HANDLE CO., Decatur, Ind.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE—925 ACRES HARDWOOD

Timberland, Yazoo County, Miss. Fifteen dollars per acre. Owner: FRANK A. CRITZ, West Point, Miss.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED

5 cars 1¼x2¼-4′6″ & 5′ Clear Oak
2 cars 2x2-30″ Clear Gum
3 cars 2x2-30″ Clear Oak
5 cars 2x2-19″ Clear Oak
10 cars 4/4 Sound Wormy Chestnut
10 cars 10/4 No. 1 Com. & Btr. Hickory
5 cars 10/4 No. 1 Com. & Btr. Dry Oak
5 cars 12/4 No. 1 C. & B. Green or Dry Oak
2 cars 16/4 FAS Oak green
5 cars 2¾x4½-12′ Clear Tough Oak Poles
5 cars 3x4¾-12′ Clear Oak Poles
THE PROBST LBR. CO., Cincinnati, O.

HICKORY WANTED

We want 50 cars 2, 2½ & 3" Green Hickory, all grades, for shipment during next 90 days. Mill inspection. Cash payment. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

WANTED TO CONTRACT

for blocks of White Pine Mill Culls mostly 4/4, also log run White Pine 4/4 to 12/4—rough or dressed. Send list of amounts and when can furnish. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

ALWAYS IN THE MARKET FOR

4/4 to 12/4 log run White Pine
4/4, 5/4, 6/4 No. 3 Com. Poplar, Basswood, Buckeye, Chestnut, Gum, Spruce and White Pine, rough, dressed and resawn. Send us your offers. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

CROSS TIES AND OAK CAR STOCK

Wanted. We are in the market for all kinds railroad cross ties, oak car stock, dimension stock and long oak, both red and white. Inspection and payment as loaded. What have you to offer? Write W. B. CRANE COMPANY, 913 W. 22nd St., Chicago, Ill., or Jonesboro, Ark., or P. O. Box 67, Ashland, Ky.

WANTED—WHITE ASH

2" and thicker No. 1 common and better. Send us list of your stocks. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

WANTED FOR CASH

4 cars 3" White Oak FAS & No. 1 C.
8 cars 2½" Red Oak FAS & No. 1 C.
3 cars 2½" Red Oak 8 & 16′ FAS & No. 1 C.
All of the above for green shipment.
3 cars 2" dry R. & W. Oak FAS & No. 1 C.
JOHN I. SHAFER HARDWOOD CO.,
South Bend, Ind.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10′ to 14′ long, inclusive. Could use a few cars all 10′. Write fully describing stock for lengths and average widths. Pay Cash.
E. L. EDWARDS LUMBER CO., Dayton, O.

WANTED TO BUY

10 cars 8/4 No. 1 C. & B. green or dry Oak.
2 cars 10/4 No. 1 C. & B. green or dry Oak.
3 cars 16/4 No. 1 C. & B. green or dry Oak.
2 cars 6/4 No. 1 Com. dry Hickory.
5 cars 6/4 log run Hickory, green or dry.
2 cars 1¼x2¼—4′, 6′ & 5′ clear Oak.
5 cars 2½x3½—7′ & 8′ clear Hickory & Oak.
2 cars 3¼x3½—9′ clear White Oak.
5 cars 2x4¾—12′ clear tough Oak.
5 cars 2x4½—12′ clear tough Oak.
5 cars 4x5—6′ No. 1 Hickory Axles.
5 cars 4x5—6′ No. 2 Hickory Axles.
3 cars 1½x2½—5′ clear Oak Handles.
2 cars 2x2¾—42″ clear Gum.
1 car 2x2—45″ clear Gum.
1 car 2x2—56″ clear Gum.
2 cars 2x2—32″ clear Gum.
1 car 2x2—36″, 48 & 54″ clear Gum.
5 cars 4/4 No. 3 Com. Rough Oak, resawn.
10 cars 4/4 No. 3 Com. Hardwoods, 5″ & wider, 6′ long.
20,000 6x8—8′ No. 1 White Oak Ties.
20,000 6x8—8′ No. 1 & No. 2 mixed Oak Ties.
THE PROBST LUMBER CO.,
Cincinnati, Ohio.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

Loans on Timberland

We have internationally recognized facilities based on 37 years' experience in timberland and lumber matters. Long or short terms. Amounts from $50,000 up, as conditions warrant.

JAMES D. LACEY TIMBER CO.

332 South Michigan Avenue, Chicago

WANTED FOR CASH

2,000 6x8—8' No. 1 White Oak Ties. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

SOFT WOOD BOX SHOOKS WANTED

Inside Measurement of Boxes
16x18x22.
14½x16x20.
⅝" S. T. B. & E.,
With ¾" battens on ends.
Immediate delivery.
WISCONSIN CABINET & PANEL CO.,
New London, Wis.

LUMBER FOR SALE

FOR SALE—WISCONSIN HARDWOODS

50,000 ft. 1¼" soft elm, log run.
50,000 ft. 2" soft elm, No. 1 C. & B.
18,000 ft. 3" soft elm, No. 1 C. & B.
50,000 ft. 1" hard maple, No. 1 Com.
25,000 ft. 1¼" hard maple, No. 2 Com.
250,000 ft. 1½" hard maple, No. 1 & Bet
50,000 ft. 2" hard maple, No. 1 Com.
20,000 ft. 1½" birch, No. 3.
20,000 ft. 1½" rock elm, No. 3.
25,000 ft. 1½" rock elm, No. 2 Com.
150,000 ft. 1½" birch, No. 1 & Bet.
25,000 ft. 1" log run soft maple.
25,000 ft. 1¼" log run basswood.
30,000 ft. 1½" FAS basswood.
30,000 ft. 1½" No. 1 Com. basswood.
30,000 ft. 1½" No. 2 Com. basswood.
30,000 ft. 1½" No. 3 Com. basswood.
C. P. CROSBY, Rhinelander, Wis.

ALFRED P. BUCKLEY

Lumber Commission
Hardwood Lumber. Vehicle Stock.
932 North Broad St., Philadelphia, Pa.
The vast shipbuilding industry, in addition to its already good trade, make Philadelphia an especially attractive field. Correspondence solicited.

Quote best prices f. o. b. your shipping point

S. S. E. WHITE AND CHESTNUT OAK

8 pcs. 20x30"—42'.
8 pcs. 16x18"—34'.
32 pcs. 14x24"—30'.
16 pcs. 12x24"—33'.
112 pcs. 3x16"—20'.
AMERICAN LUMBER & MFG. CO.,
Pittsburgh, Pa.

We offer for sale the following

QUARTERED RED OAK

75,000 ft. 5/4 1sts & 2nds
25,000 ft. 6/4 No. 1 & Better
50,000 ft. 8/4 No. 1 & Better
National inspection. Excellent stock, dry and all in fine condition.

Make us an offer or send us your inquiry. Address "BOX 115," care HARDWOOD RECORD.

FOR SALE

Cypress and Tupelo Timbers, Poles and Piling. Oak crossing plank, timbers and car stock. Write for prices. THE PROBST LUMBER CO., Cincinnati, O.

FOR SALE—ABOUT 100M FEET

4/4 No. 1 common & btr. stained Birch. Price at a very liberal reduction from regular birch.
GRAND RAPIDS LUMBER CO.,
Grand Rapids, Mich.

MACHINERY FOR SALE

FOR SALE—6' BAND MILL

Complete, including power plant and filing room machinery, Fay & Egan mill and Smith-Myers-Schnier carriage.
Address BOX 238, Lebanon, Ky.

FOR SALE

Hardwood flooring plant equipped for making thin strip and block flooring and general millwork, includes power plant, dry kiln and warehouse. Has always enjoyed a liberal trade and is a good location for retail business; to the right man a splendid location or will sell the equipment to be moved. Address BOX 238, Lebanon, Ky.

TIMBER FOR SALE

FOR SALE IN WHITLEY CO., KY.

1,500 acres of timber; cut 5,000 ft.; $10 per acre. 20 per cent oak and poplar, balance hemlock, pine, etc. $6 haul to railroad. J. C. WILLIAMS, Box 525, Etowah, Tenn.

FOR SALE

500 acres Heavy Timber. W. O. DILL, Matewan, W. Va.

FOR SALE

White and Red Oak Timbers cut to orders, 8x8 to 16x16—12 to 20' long. Write for prices.
WHITE RIVER LAND & TIMBER CO.,
Augusta, Ark.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

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FOR SALE—PLANING MILL

in eastern Kansas, fully equipped with modern machinery, natural gas and electric power, freight elevator, steam heating and dynamo for lighting. Finest location, on switch. Railroad center. Good trade. Brick and cement building 52x130 ft., two floors, besides dry kiln, glue room and lumber sheds. Full information given. Address "BOX 117," care HARDWOOD RECORD.

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with someone to cut and log for us 50 million feet of hardwoods in the hills. Do not reply unless you have an up-to-date skidder and necessary equipment. Address "BOX 119," care HARDWOOD RECORD.

MISCELLANEOUS

FOR SALE—PEAVY HANDLES

Closing out 20 doz. at $1.50 a doz. Worth $6 wholesale. Try a dozen. ULSTER LUMBER CO., Livingston Manor, N. Y.

VENEER OUTFIT FOR SALE

A complete plant ready for removal.

I have also for sale several tracts of hardwood timber in different states adopted to profitable manufacturing into veneers.

If you have thoughts along this line, I can serve you to advantage. CHARLES S. ELMS, 913 Hennen Bldg., New Orleans, La.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C., black, 4/4", 10 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS ⅝"; COM. & BTR., black, 4/4. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS 5/4 & 8/4", reg. wdth. & lgth., 4 mos. dry; **FAS** 10/4", 10-11", reg. lgth., 6 mos. dry; **FAS** 10/4", 12" & up, reg. lgth., 8 mos. dry; **NO. 1 C.** 4/4 & 5/4", reg. wdth. & lgth., 4 mos. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR. 4/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

BASSWOOD

NO. 1 C. & BTR. 4/5, 5/4 & 6/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 6/4-12/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 4/4", 10 & 12'; **NO. 1 C. & BTR.** 5/4", av. lgth.; **NO. 1 C.** 4/4 & 5/4", av. lgth.; **NO. 2 C.** 5/4", av. lgth. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BIRCH

FAS & NO. 1 C., white, 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS STEPS 5/4 & 6/4", 11" & wider; **FAS** 4/4", 8" wide; **FAS** 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C. 4/4"; **NO. 2 & 3 C.** 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS UNSEL. 6/4 & 8/4"; **NO. 1 & BTR. UNSEL.** 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", 6" & up, reg. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/8"; COM. & BTR. 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

CHESTNUT

FAS 4/4", av. wdth. & lgth., 4 mos. dry. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4-8/4", reg. wdth. & lgth., 18-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

CYPRESS

FAS, NO. 1 C., NO. 1 SHOP & SEL., all 4/4 & 10/4", reg. wdth. & lgth., 4 mos. dry; **FAS & SEL.** 5/4", reg. wdth. & lgth., 6 mos. dry; **NO. 1 SHOP** 5/4", reg. wdth. & lgth., 7 mos. dry; **FAS** 8/4", reg. wdth. & lgth., 5 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 SHOP & BTR. 4/4-16/4", reg. wdth. & lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 5/4, 6/4, 8/4 & 10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

HARDWOODS FOR SALE

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 8/4 & 12/4", good width & lgth. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 6/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 & BTR. 8/4"; NO. 2 & BTR. 6/4, 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 4/4-12/4", largely 8/4 & 12/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 8/4 & 12/4", reg. wdth. & lgth., 3-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—SAP

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4 & 8/4", reg. wdth. & lgth.; NO. 1 C. 4/4, 6/4 & 8/4", reg. wdth. & lgth. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C. 4/4". R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C. & BTR. & NO. 3 C. 8/4"; NO. 1 C. & BTR., rift-sawn, 8/4 & 12/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. & NOS. 2 & 3 C. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

LOG RUN 4/4", reg. wdth. & lgth., 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. 5/4 & 8/4". J. W. WHEELER & CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 1 C. & BTR. 6/4", reg. wdth. & lgth., 8 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

GUM—QUARTERED RED

NO. 1 C. & BTR. 4/4-12/4"; NO. 1 C. & BTR., sap no def., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM & BTR. 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., 6 mos. dry; NO. 1 C. & BTR. 6/4", reg. wdth. & lgth., 8 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn

NO. 1 & BTR. 8/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR. 8/4", reg. wdth. & lgth. PENROD JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR. 10/4", reg. wdth. & lgth., 8-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 8/4". J. W. WHEELER & CO., Memphis, Tenn

GUM—TUPELO

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 2 & BTR. 4/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

GUM—QUARTERED BLACK

NO. 1 & BTR. 4/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 & BTR. 4/4", reg. wdth. & lgth., 13 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN PECAN, 6/4", green. J. W. WHEELER & CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 8/4", 10 mos dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 3 C. 4/4"; NOS. 1 & 2 C. 4/4, 6/4 & 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 8/4", good wdth. & lgth. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 C. & BTR. 4/4-20/4"; NO. 1 C. & BTR. 4x4" & 5x5". W. O. KING & CO., Chicago, Ill.

NO. 1 & BTR. 12/4; NO. 2 C. 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", reg. wdth. & lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 4/4, 6/4, 8/4, 10/4 & 12/4", reg. wdth. & lgth. GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN 8/4-16/4", largely 12/4 & 16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

LOG RUN 12/4". J. W. WHEELER & CO., Memphis, Tenn.

OAK—PLAIN RED

NO. 1 C., NO. 2 C. & SEL., all 4/4"., av. wdth. & lgth., 6 mos. dry. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 5/4", reg. wdth. & lgth.; NO. 1 & 2 C. 5/4, 6/4 & 8/4", reg. wdth. & lgth. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 8/4", good wdth. & lgth. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 4/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 4/4", reg. wdth. & lgth., 15 mos. dry; FAS 5/4", reg. wdth. & lgth., 9 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 5/4", 12" & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/4", reg. wdth. & lgth., dry; NO. 1 C. 4/4 & 5/4", reg. wdth. & lgth., dry; NO. 2 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis. Tenn.

FAS 3/8, 1/2, 5/8 & 4/4"; NO. 1 C. 1/2, 5/8 & 4/4"; NO. 2 C. 1/2". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR. 5/4 & 10/4". W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 4/4-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

FAS, NO. 1 C., NO. 2 C., SEL. & SD. WORMY, all 4/4", av. wdth. & lgth., 6 mos. dry. Ky. soft textured stock. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4"; NOS. 1 & 2 C. 5/4 & 6/4", both reg. wdth. & lgth. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 8/4", good wdth. & lgth. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 8/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 4/4", reg. wdth. & lgth., 10 dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4. GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 4/4"; COM. & BTR. 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4", good wdths. and lgths., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

NO. 1 C. 4/4 & 5/4", reg. wdth. & lgth., dry; NO. 2 C. 4/4", reg. wdth. & lgth.; FAS 5/4", reg. wdth & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 4/4". J. W. WHEELER & CO., Memphis, Tenn.

SEL. COM., 4/4", soft texture, even color & dry. W. R. WILLETT LUMBER CO., Louisville, Ky.

FAS 4/4-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & STRIPS, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 3/4", reg. wdth. & lgth., 6 mos. dry; FAS 4/4", reg. wdth. & lgth., 4 mos. dry; FAS 5/4", reg. wdth. & lgth., 5 mos. dry; FAS 5/8", reg. wdth. & lgth., 7 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., 8-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 6/4". J. W. WHEELER & CO., Memphis, Tenn

OAK—QUARTERED WHITE

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", good wdth. & lgth. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 3/4"; NO. 1 C. 3/8, 5/8 & 3/4". R. J. DARNELL, INC., Memphis, Tenn.

SEL. 4/4", reg. wdth. & lgth., 14 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. 5/4, 6/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 1/2 & 3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4", reg. wdth. and lgth., 1 yr. dry; NO. 1 C, 4/4" to 5/4", reg. wdths. and lgth., 1 yr. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS & NO. 1 C. 1/4", reg. wdth. & lgth., 18 mos. dry; FAS 3/4", reg. wdth. & lgth., 10 mos. dry; FAS & NO. 1 C. 5/4", reg. wdth. & lgth., 6 mos. dry; FAS 6/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C. & NO. 2 C. 3/4", reg. wdth. & lgth., 8 mos. dry; NOS. 1 & 2 C. 6/4", reg. wdth. & lgth., 6 mos. dry; SEL. 4/4", 6" & up, reg. lgth., 1 yr. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C. and CLEAR & COM. STRIPS 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

CLEAR STRIPS 4/4", 5 & 5½", reg. lgth., 3-8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS 4/4". J. W. WHEELER & CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4-8/4"; CLEAR & COM. STRIPS 4/4", 3-5½". W. R. WILLETT LUMBER CO., Louisville, Ky.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark

NO. 2 C. & BTR., Pl. R. & W., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 3 C. 4/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 2 C., 8/4", reg. wdth. and lgth., 3 yrs. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

FAS 3/8", reg. wdth. & lgth., 8 mos. & over dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

POPLAR

PANEL & NO. 1, FAS, SEL., SAPS & NO. 1 STRIPS 4/4", av. wdth. & lgth., 6 mos. dry, Ky. soft textured stock. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

SAP & SEL. 8/4", 14-16'. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6x6, 15 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", 7" & up, 50% 14 & 16', 6 to 12 mos. dry. J. M. LOGAN LBR. CO., Knoxville, Tenn.

COM. & BTR., 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

SAP & SEL. 4/4", reg. wdth. & lgth., 8 mos. dry; BOX BOARDS 4/4", 13-17", reg. lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 2 C. 4/4", reg. wdth. & lgth., 10 mos. dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

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NO. 1 & BTR. 5/8-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

PINE YELLOW

NO. 1 C. & BTR. 8/4", 4 to 12", 10 to 16', 6 mos. dry, largely 14 & 16' and extra well manufactured. J. M. LOGAN LBR. CO., Knoxville, Tenn.

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NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 2 C. 4/4", 14-16'. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4 & 5/4; NO. 2 C., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.
FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky

MISCELLANEOUS

NO. 3 hardwoods 4/4", reg. wdth. & lgth., 3-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FLOORING—MAPLE

PRIME 13/16 x 4, 1 1/16 x 4, 2-16'; CLEAR 13/16x1½, 1 1/16x2¼; NO. 1 13/16x1½; FCTY. 1 1/16x2¼". KERRY & HANSON FLOORING CO., Grayling, Mich.
NO. 1 ⅜x1½ & ⅝x2¼"; CLEAR ⅝x2 & ⅝x2¼". T. WILCE CO., Chicago, Ill.

OAK

SEL. RED ⅝x1½", ⅝x2", & ⅝x2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.
PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.
ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

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STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

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MAHOGANY

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STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

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We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We have the following for sale

1 car 5/4 FAS Unsel. Birch
35,000 ft. 6/4 No. 1 Com. & Btr. Unsel. Birch

Prices on request

Let us have your inquiries.

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19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
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Write us for prices today

East Jordan Lumber Co.
Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

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INDIANAPOLIS, U. S. A.

1917 1918

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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If it is to be had, we have it.

Hardwood Lumber

Both Indiana and Southern Stock.

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Best Quality

Delta Red Gum and Cottonwood

HICKORY—WALNUT

Plain & Quartered Oak

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STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

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4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1⅛" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
2 Cars 1¼" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1¼" No. 1 Common
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
2 Cars 1½" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
5 Cars 2" Log Run Elm
1 Car 2½" Log Run Elm
3 Cars 3" Log Run Elm
3 Cars 2" Log Run Maple
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5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

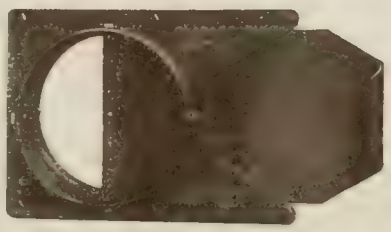
We solicit your request for delivered prices

CLARAGE

KALAMAZOO

BLAST GATES

OUR smaller sized Blast Gates are made to fit over the pipe in place of inside. This gives an absolutely unobstructed passage thru the pipe, decreasing the resistance, and at the same time obviating the danger of the pipe becoming clogged by reason of the material catching between the side of the pipe and flange of gate. The gain in area thru the straight way gate over that in the old style is from 10 per cent in 8-inch gate to about 50 per cent in 2-inch. It can readily be seen that this is a very decided advantage when there are many small branches.



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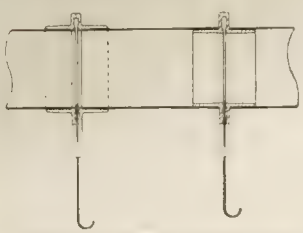

Claarage S. W. Type "D" Style Gate

These Blast Gates are well made, with good, heavy sheet-steel slides—practically air-tight. They are well adapted for blast pipes to forges, pipes to exhaust fans, hot-air piping and in fact anywhere where the pressure does not exceed three or four ounces.

CLARAGE FAN COMPANY.

KALAMAZOO—MICHIGAN—U. S. A.

AMERICAN WALNUT

Long-Knight Lumber Co.

INDIANAPOLIS, INDIANA

If You Need Service, Try Us

VENEERS

LUMBER

HARDWOODS

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, DECEMBER 25, 1917

Subscription $2.
Single Copies, 15 Cents.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

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The Golden Rule Quality

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Built-up Panels
Drawer Bottoms
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All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths

No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

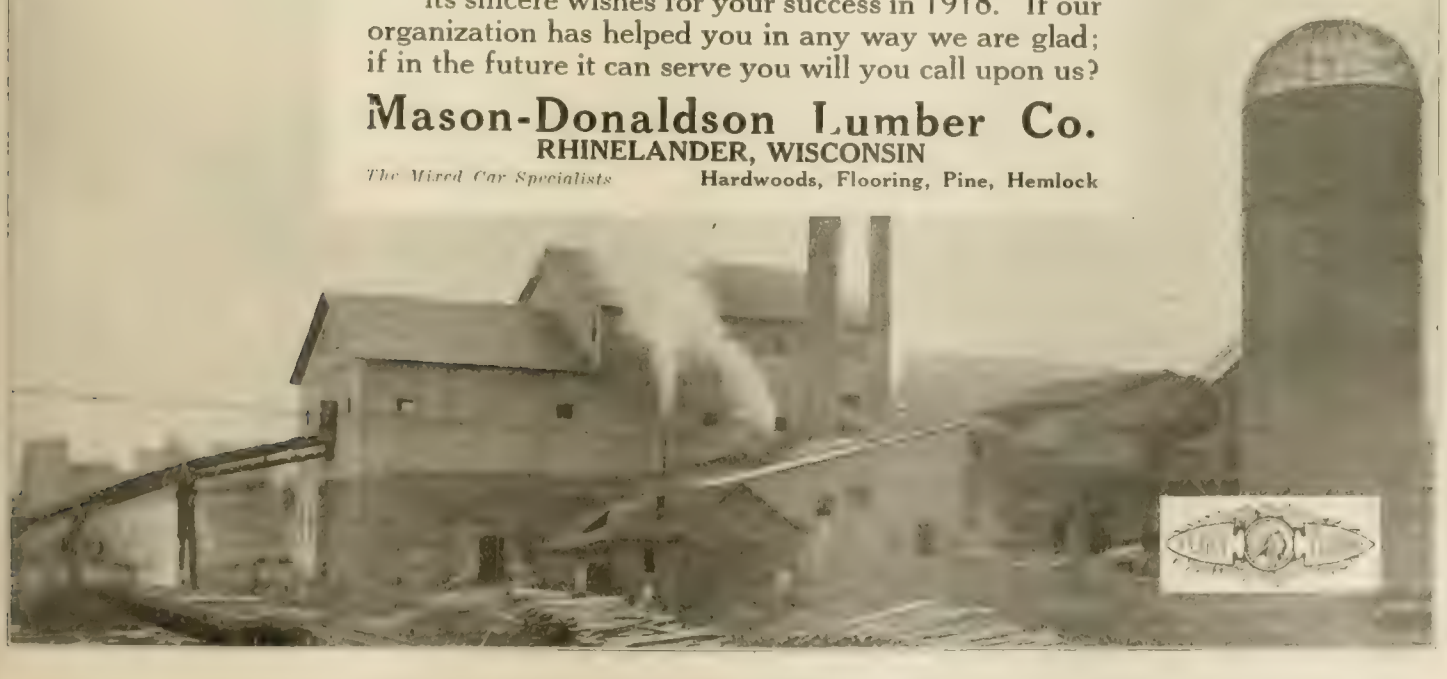
M-D

EXTENDS its hearty greetings for the holidays and its sincere wishes for your success in 1918. If our organization has helped you in any way we are glad; if in the future it can serve you will you call upon us?

Mason-Donaldson Lumber Co.

RHINELANDER, WISCONSIN

The Mixed Car Specialists Hardwoods, Flooring, Pine, Hemlock



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The Foremost Hardwood Market of the East

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Hardwoods of All Kinds
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White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
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OUR SPECIALTY:
QUARTERED WHITE OAK
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SPECIAL FOR SALE
1¼" to 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

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A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
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OAK, ASH AND CHESTNUT
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Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yards
LOUISVILLE, KY.

[illegible]

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GUIN, ALA. ALLPORT, ARK. GERRIDGE, ARK.

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Plain & Quartered White Oak	**Poplar**
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Plain & Quartered Sap Gum	**Elm**
Alabama Short Leaf Yellow Pine	**Cypress**

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Band Mills, New Albany, Ind., and Highland Park, Ky.

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QUARTERED RED & WHITE OAK [illegible]
CHESTNUT [illegible]
BASSWOOD [illegible]
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MAPLE [illegible]
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WALNUT—72,600 ft. 4-4 No. 1 Com.; 28,500 ft. 5-4 No. 1 Com.; 137,600 ft. 4-4 No. [illegible] Com.; 36,800 ft. 5-4 No. 2 Com.

POPLAR	PLAIN WHITE OAK
21,800' 5-8 FAS.	27,800' 4-4 FAS.
13,[illegible]' [illegible] FAS	51,200' 8-4 No. 1 C. & B.
18,[illegible]' [illegible] Sap. & Sel.	PLAIN RED OAK.
21,[illegible]' [illegible] Sap. & Sel.	38,700' 4-4 FAS.
ASH.	12,[illegible]' [illegible] FAS
14,800' 4-4 FAS.	21,000' 8-4 FAS.
15,[illegible]' 5-4 FAS. & No. 1 C.	14,700' 8-4 No. 1 Com.
18,500' 6-4 FAS. & No. 2 C.	21,700' 12-4 FAS. & No. 1 C.
18,600' 12-4 FAS. & No. 1 C.	98,200' 4-4 No. 1 Com.
21,200' 16-4 FAS. & No. 1 C.	28,200' 5-4 No. 1 Com.
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Norman Lumber Company

Louisville, Ky.

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SAPS AND SELECTS	NO. 1 COM.
4-4 40,000 ft.	4-4 50,000 ft.
4-4 12-in. and up, 15,000 ft.	4-4 10-in. and up, 40,000 ft.
5-4 50,000 ft.	5-4 50,000 ft.
6-4 15,000 ft.	6-4 30,000 ft.
3-4 20,000 ft.	3-4 20,000 ft.

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Kentucky and Indiana Ash
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We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

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W. R. Willett Lumber Co.

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QUARTERED WHITE OAK
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6 cars 4 4" No. 1 Com.
2 cars 4 4" No. 1 Com., 10" & up
4 cars 4/4" No. 2 Com.
2 cars 4 4" No. 3 Com
3 cars 4 4" Clear Strips, 2 to 5½" (widths filed separately)
2 cars 4 4" Com. Strips, 2 to 3½"
1 car 4 4" Sap Strips, 2 to 3½"
2 cars 5 1" No. 1 Com.
1 car 4 4" Sound Worm
9,000 ft. 6 4" 1s & 2s, 10" & up
1 car 4 4" No. 1 Com., 10" & up

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1 car 10 4" 1s & 2s
2 cars 5/4" 1s & 2s
1 car 4 4" 1s & 2s
2 cars 5/4" No. 1 Com.
2 cars 4 4" No. 1 Com.
1 car 3/4" No. 1 Com.
1 car 3 4" No. 2 Com.
3 cars 4/4" No. 2 Com.

PLAIN WHITE OAK
1 car 4 4" 1s & 2s

POPLAR
1 car 5 8" 1s & 2s
2 cars 5 8" Saps, 6 to 11"
1 car 5 8" Saps, 12" & up
3 cars 5/8" No. 1 Com.
2 cars 5/8" No. 2 Com.
1 car 5 4" 1s & 2s
3 cars 5 4" No. 1 Com.

EASTERN KENTUCKY MILL

PLAIN WHITE OAK
5 cars 4 4" Sound Wormy
3 cars 4 4" 1s & 2s
5 cars 4/4" No. 1 Com.
2 cars 4 4" No. 2 Com.

QUARTERED WHITE OAK
4 cars 4/4" No. 3 Com.

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced in forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customer about it.

(*See page 5)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 15)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 15)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 15)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 15)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 4)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
KENTUCKY LUMBER COMPANY
500,000 ft. 4/4 Selects Plain Red & White Oak
100,000 ft. 4/4 No. 1 C. Plain Red & White Oak
15,000 4/4 1s & 2s Qtd. White Oak
Manufacturer Lexington, **KENTUCKY**

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 12)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 5)
Plain and Quarter Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered, Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 11)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building,
Manufacturer **Chicago,**

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 43)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak, Good Grades

(*See page 1)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 17)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer **WINNFIELD, LA.**

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish **Louisiana**

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
[illegible] supply assured by 22,000 acres Virgin St. Francis Basin Timber, largely Oak.

Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

The hardest oak is no harder than hard as lignum vitae, the strongest is weaker than locust, the heaviest is lighter than mangrove, but in average of good qualities it would be hard to find a wood superior to oak.

B, C—
We have a fine stock of 4/4 No. 1 Com. Plain White Oak, 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

The largest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 15)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR. CO.
Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the [illegible]

Several oaks in different parts of the United States are known locally as "white oak," but that is not the proper name of any.

(*See page 1)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.

Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.

Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

C & [illegible]

Alton Lumber Company

Manufacturers and Wholesale Dealers in Hardwoods.
Manufacturer, Buckhannon, W. VA.

[illegible] acres of fine mature trees bearing [illegible] in Northern Oklahoma and Southern Kansas, and the largest of the trees will exceed 100 feet in height.

(*See page —)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 5)

Band sawn lumber, timber stock and timbers. The [illegible] mountain oak is famous. Try it.

VESTAL LBR. & MFG. CO., TENNESSEE
Manufacturer, Knoxville,

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 11)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 47)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY,
BEAUMONT, TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber

WARN LUMBER CORPORATION W. VA.
Raywood,

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

A, B & C—

W. M. Ritter Lumber Company

Manufacturer Hardwoods
Columbus, Ohio

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO., OHIO
Manufacturers, Cincinnati

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln
of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring.

WEST VIRGINIA TIMBER CO., W. VA.
Charleston,

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment

BARR-HOLADAY LUMBER CO., OHIO
Manufacturer, Greenfield,

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO., W. VA.
Manufacturer, St. Albans,

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak. Plain Red and White Oak

C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See pages 44-50)

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 7x16 ft.

AMERICAN LBR. & MFG. CO., PENNSYLVANIA
Manufacturer and Wholesaler Pittsburgh,

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Value of Adequate Supplies of Furniture Woods

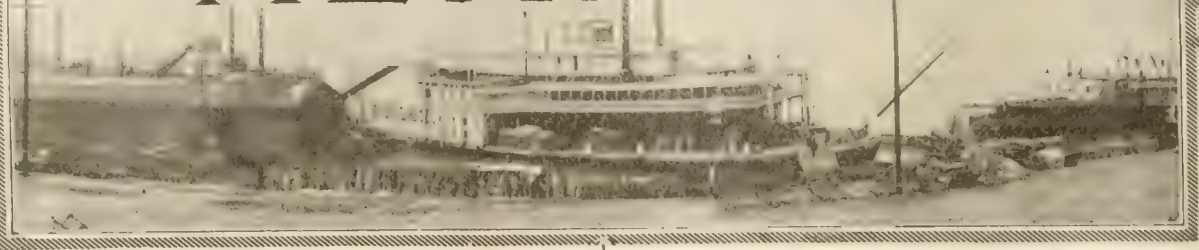
It was stated in a former summary, printed in this space, concerning the advantages possessed by the Memphis district as a source of supply for furniture woods, that one of the prime considerations is the ability of a market to fill repeat orders without changing the quality. The strong position occupied by Memphis in that respect was shown. To appreciate the full importance of this factor, it is necessary to refer to the extent of the demands made by furniture manufacturers in the United States.

The total purchases annually of woods of all kinds by furniture makers in the United States exceeds 944,000,000 feet, board measure. Only three industries of this country exceed that quantity of lumber. These are planing mill products, boxes and car construction. While furniture is made from most grades of hardwood, the percentage of best grades is high. Though interior parts may be of cheap woods, yet they are not selected haphazard. They must possess suitable seasoning qualities or the furniture maker does not want them. Of course, the higher grades must likewise possess the desired seasoning qualities along with their other qualities.

In this respect, the Southern hardwoods are in a class by themselves. Not only are they abundant, but their qualities are fully up to standard, and the manufacturer who has built up a furniture business on quality of wood can always feel assured that if the wood comes from the Memphis district, the quality will accompany every repeat order. That holds true not only of the high grades for exterior parts of furniture but holds as well for cheaper woods for the inside, hidden parts. Quality is as essential in the latter position as in the former.

(To be continued)

MEMPHIS



PLAIN OAK
22,000' FAS., 2"
10,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
11,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"

SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½", Rift Sawn No Defect
78,000' No. 1 Com. & Btr., 2", Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3", Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. R., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

PLAIN RED OAK
100,000' 3/8" FAS.
170,000' 1/2" FAS.
130,000' 5/8" FAS.
100,000' 4/4" FAS.
50,000' 4/4" Selects.
100,000' 1/2" No. 1 C.
50,000' 5/8" No. 1 C.
150,000' 4/4" No. 1 C.
180,000' 1/2" No. 2 C.
100,000' 4/4" No. 2 C.
20,000' 4/4" Wormy Oak.
10,000' 3/4" Coffin Oak.
30,000' 4/4" Coffin Oak
PLAIN RED GUM
150,000' 4/4" FAS.
45,000' 5/4" FAS.
30,000' 6/4" FAS.
60,000' 3/8" FAS.
150,000' 4/4" No. 1 C.
30,000' 5/4" No. 1 C.

FIGURED QUARTERED RED GUM
50,000' 4/4" FAS.
QUARTERED RED GUM
30,000' 4/4" FAS.
30,000' 8/4" FAS.
50,000' 4/4" No. 1 C.
20,000' 8/4" No. 1 C.
SAP GUM
60,000' 5/8" FAS.
14,000' 8/4" FAS.
45,000' 4/4" Clear Strips.
5,000' 8/4" No. 1 C.
8,000' 5/4" No. 2 C.
5,000' 6/4" No. 2 C.
1,500' 8/4" No. 2 C.
CYPRESS
5,000' 4/4"x18" & up, 1s & 2s.
16,000' 4/4" Selects.
35,000' 4/4" Shop.
ELM
100,000' 12/4" No. 2 C. & Btr.

Russe & Burgess, Inc.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

For immediate shipment

QUARTERED WHITE OAK
8,000' FAS, 4/4".
100,000' No. 1 C., 4/4".
5,000' No. 2 C., 5/4".
PLAIN RED OAK
30,000' No. 1 C., 3/4".
30,000' No. 2 C., 3/4".
60,000' FAS, 4/4".
100,000' No. 1 C., 4/4".
50,000' No. 2 C., 4/4".
QUARTERED RED GUM.
45,000' FAS, 4/4".
10,000' FAS, 5/4".
30,000' FAS, 8/4".
50,000' No. 1 C., 5/4".
21,000' No. 1 C., 6/4".
25,000' No. 1 C., 8/4".
PLAIN RED GUM
10,000' FAS, 4/4".
27,000' FAS, 5/4".
18,000' FAS, 6/4".
15,000' No. 1 C., 4/4".
20,000' No. 1 C., 5/4".
QUARTERED RED GUM
(Sap no defect)
10,000' FAS, 6/4".
47,000' FAS. 8/4".
16,000' No. 1 C., 8/4".
SAP GUM
30,000' FAS, 4/4".

BELLGRADE LUMBER CO.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd. White.
12M ft. 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft. 2" & wider No. 2 C. Stps. Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
8M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
30M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.
Little Rock Rates
Cairo, flat 15c, through 18c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.
Mounds Rates
Cairo, 10c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c. Cincinnati, 18½c. Kansas City, 19c.

BROWN & HACKNEY, Inc.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS, 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS., 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.
PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No. 1 C.
25,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

GEO. C. BROWN & CO.

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
63,000' 4/4" FAS.
21,000' 4/4" No. 1 C.
35,000' 5/4" FAS.
28,000' 5/4" No. 1 C.
PLAIN WHITE OAK
15,000' 4/4" FAS.
16,000' 5/4" FAS.
14,000' 5/4" No. 1 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS.
14,000' 4/4" No. 1 C.
SAP GUM
65,000' 4/4" FAS.
160,000' 5/4" FAS.
53,000' 6/4" FAS.
20,000' 8/4" FAS.
85,000' 5/4" No. 1 C.
26,000' 6/4" No. 1 C.
20,000' 8/4" No. 1 C.
SOFT ELM
50,000' 8/4" L. R.
100,000' 12/4" L. R.
POPLAR
40,000' 4/4" L. R.
PLAIN RED GUM
100,000' 4/4" FAS.
80,000' 4/4" No. 1 C.
QUARTERED RED GUM
(Sap No Defect)
50,000' 6/4" FAS.
50,000' 8/4" No. 1 C.
225,000' 8/4" No. 1 C. & B.
100,000' 10/4" No. 1 C. & B.
TUPELO GUM
5,000' 4/4" No. 1 C. & B.
7,000' 5/4" No. 1 C. & B.
RED CYPRESS
20,000' 8/4" FAS.
15,000' 8/4" Selects.

Coulson Lumber Co., Inc.

Regular Width and Length

PLAIN WHITE OAK
2 Cars 4/4" FAS, 10 mos. dry.

QUARTERED WHITE OAK
1 Car 4/4" FAS, 8 mos dry.
4 Cars 4/4" Select, 14 mos dry

PLAIN RED OAK
2 Cars 4/4" FAS, 15 mos dry.
4 Cars 5/4" FAS, 9 mos dry

QUARTERED RED OAK
1 Car 4/4" No 1 C & Btr, 10 mos. dry.

QUARTERED WHITE & RED OAK
7 Cars Wormy 4/4" No 1 C & Btr, 25 mos dry

QUARTERED RED GUM
2 Cars 4/4" No. 1 C & Btr, 6 mos. dry.
2 Cars 6/4" No 1 C & Btr, 8 mos. dry.

PLAIN RED GUM
2 Cars 6/4" No 1 C & Btr, 8 mos. dry.

ELM
1 Car 4/4" L R, 4 mos dry.
1 Car 12/4" L R, 4 mos dry.

HICKORY
5 Cars 4/4" L R, 13 mos dry.

Ferguson & Palmer Co.

WHITE ASH
1 car 4/4 x 6 to 8' 1s & 2s & Sel Special Price.
2 cars 5/4 x 6 to 8" 1s & 2s & Sel Special Price.
1 car 5/4 x 6 to 9" 1s & 2s & Sel. (all 8 & 10'), Special Price.
1 car 8/4 x 6 to 9" 1s & 2s & Sel. Special Price.
1 car 10/4 x 6" & up 1s & 2s & Sel
WHITE ASH STRIPS (1 Face Clear)
1 car 4/4 x 3 to 5½".
1 car 5/4 x 3 to 5½".
1 car 6/4 x 3 to 5½".
1 car 8/4 x 3 to 5½".
WHITE ASH (Nos. 1 & 2 Common)
2 cars 4/4 No. 1 Com., 25% No. 2 C.
2 cars 5/4 No. 1 Com.
2 cars 6/4 No. 1 Com.
2 cars 8/4 No. 1 Com., 10% No. 2 Com., Special Price.
2 cars 8/4 No. 1 Com., 10% No. 2 Com., Special Price.
2 cars 10/4 No. 1 Com., 40% No. 2 Com., Special Price.
2 cars 12/4 No. 1 Com., 40% No. 2 Com., Special Price.
½ car 20/4 No. 1 Com., 40% No. 2 Com., all 8', Bone Dry.

SOFT MAPLE
2 cars 8/4 No. 2 Com. & Btr.
1 car 16/4 No. 2 Com. & Btr.

SOFT ELM
1 car 4/4 No. 2 Com. & Btr.
4 cars 8/4 No. 2 Com. & Btr.
2 cars 10/4 No. 2 Com. & Btr.
3 cars 12/4 No. 2 Com. & Btr.

Riel-Kadel Lumber Co.

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
80,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S

Memphis Band Mill Co.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

Regular Widths and Lengths

COTTONWOOD
110,000 ft. FAS, 4/4", 13" to 17"
40,000 ft. FAS, 6/4", 6" & up
100,000 ft. Panel & No. 1, 4/4", 18" and up

ELM
60,000 ft. Com. & Btr., 16/4"

QUARTERED RED GUM
150,000 ft. Com. & Btr., 4/4"
100,000 ft. No. 1 Com., 8/4"

PLAIN RED GUM
180,000 ft. No. 1 Com., 4/4" & 5/4"

QUARTERED SAP GUM
75,000 ft. Com. & Btr., 8/4"

PLAIN SAP GUM
130,000 ft. FAS, 5/8"
300,000 ft. FAS, 4/4", 13" & up
25,000 ft. FAS, 5/4", 14" & up
115,000 ft. Pan. & No. 1, 4/4", 18-21"

MAPLE
100,000 ft. L. R., 5/4"
100,000 ft. L. R., 6/4" & 8/4"
70,000 ft. L. R., 12/4"

QUARTERED WHITE OAK
55,000 ft. C. & B., 4/4", 2½ to 5½"
75,000 ft. FAS, 5/4" & 6/4", 60% long
100,000 ft. No. 1 C., 4/4", 90% long

PLAIN WHITE OAK
100,000 ft. No. 1 C. & B., 8/4", 50 to 60% long
200,000 ft. 1 & 2 C., 4/4", 50% long

PLAIN RED OAK
125,000 ft. No. 1 C., 3/4", 50% long
125,000 ft. No. 1 C., 4/4", 60% long
350,000 ft. 1 & 2 C., 4/4", 60% long

S. W. OAK
75,000 ft. No. 1 C. & B., 4/4"

PLAIN OAK
275,000 ft. No. 3 C., 4/4"

SYCAMORE
180,000 ft. C. & B., 5/4"

WILLOW
20,000 ft. C. & B., 12/4"

ANDERSON-TULLY CO.

QUARTERED WHITE OAK
155,000' 4/4" FAS.
66,000' 4/4" No. 1 Com.
49,000' 4/4" No. 2 Com.
12,000' 4/4" Clear Strips, 5-5½"
57,000' 4/4" Com. Strips, 1½-4"
12,000' 5/4" FAS., 10" & up.

PLAIN WHITE OAK
128,000' 4/4" No. 1 Com.
148,000' 4/4" No. 2 Com.
36,000' 5/4" FAS.
117,000' 5/4" No. 1 Com.
70,000' 6/4" No. 1 Com.
63,000' 8/4" FAS.
126,000' 8/4" No. 1 Com.

PLAIN RED OAK
78,000' 3/4" No. 1 Com.
58,000' 4/4" FAS.
235,000' 4/4" No. 1 Com.
210,000' 4/4" No. 2 Com.
103,000' 5/4" FAS.
78,000' 6/4" FAS.
84,000' 6/4" No. 1 Com.

ASH
48,000' 4/4" No. 1 Com.
94,000' 5/4" No. 1 Com.
46,000' 6/4" No. 1 Com.
35,000' 12/4" FAS, 12" & up.

We also have an assortment of Gum, Poplar, Cottonwood and Cypress.

James E. Stark & Co., Inc.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

We have for sale in regular widths and lengths, dry, the following:

QUARTERED WHITE OAK
15,000' Cl. Stripe, 4/4", 2½-5½", 12 mos., bright sap no defect
10,500' 1s & 2s, 5/4", 12 mos.
7,200' 1s & 2s, 6/4", 8 mos.

QUARTERED RED OAK
17,000' No. 1 Com., 4/4", 14 mos.
6,200' 1s & 2s, 5/4", 12 mos.
2,800' No. 1 Com., 5/4", 12 mos.
5,700' 1s & 2s, 6/4", 8 mos.
2,500' No. 1 Com., 6/4", 8 mos.

PLAIN WHITE OAK
29,900' No. 1 Com., 4/4", 4 mos.
10,900' 1s & 2s, 5/4", 8 mos.
34,400' No. 1 Com., 5/4", 6 mos.
9,100' No. 1 Com., 6/4", 6 mos.
13,500' 1s & 2s, 8/4", 12 mos.
19,800' No. 1 Com., 8/4", 4-12 mos.

RED AND WHITE OAK
19,900' Sound Wormy, 4/4", 5/4", 6/4", 6 mos.

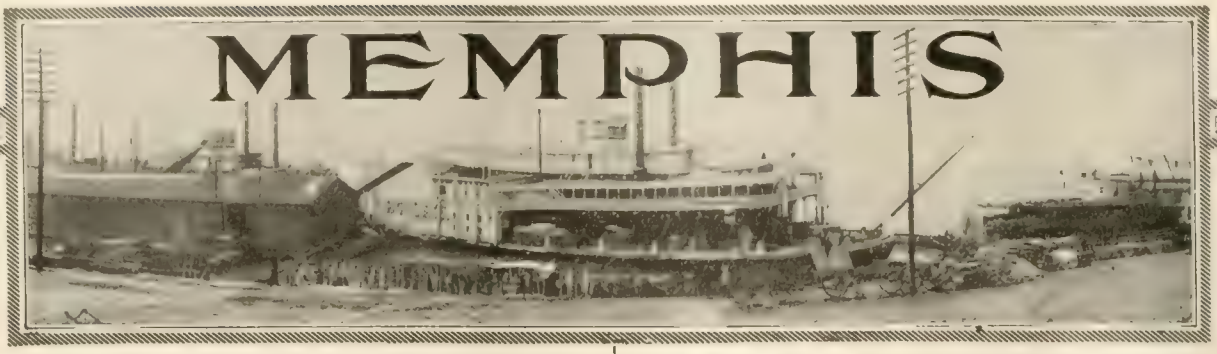
PLAIN RED OAK
43,000' 1s & 2s, 5/4", 8 mos.
70,900' No. 1 Com., 5/4", 8 mos.
11,200' No. 1 Com., 6/4", 6 mos.
17,300' 1s & 2s, 8/4", 6-12 mos.
19,500' No. 1 Com., 8/4", 6-12 mos.
11,000' No. 2 Com., 8/4", 6 mos.

ELM
29,000' No. 2 C. & Btr., 8/4", 3 mos.
29,600' No. 2 C. & Btr., 3", 3 mos.
5,200' No. 2 C. & Btr., 4", 3 mos.

MAPLE
3,700' No. 2 C. & Btr., 2", 3 mos.
6,700' No. 2 C. & Btr., 3", 3 mos.

F.T. DOOLEY LUMBER CO.

MEMPHIS



Regular Widths and Lengths

ASH

cars 1s & 2s 4/4", 6-9" wide
8-16' long
2 cars 1s & 2s 5/4" 6-9" wide
8-16' long
10 cars 1s & 2s 8/4" 6-9" wide,
8-16' long
2 cars 1s & 2s 10/4" 6-9" wide,
8-16' long
5 cars 1s & 2s 12/4" 6-9" wide,
8-16' long
1 cars 1s & 2s 16/4", 6-9" wide
8-16' long
10 cars No. 1 Com. 4/4"
3 cars No. 1 Com. 5/4"
3 cars No. 1 Com. 6/4"
5 cars No. 1 Com., 8/4"
1 car No. 1 Com. 10/4"
1 car No. 1 Com., 12/4"
1 car No. 1 Com. 16/4"
2 cars No. 2 Com., 4/4"
1 car No. 2 Com., 6/4"
2 cars No. 2 Com., 8/4"
2 cars Strips, 4/4", 3 5/8" wide
1 car Strips, 5/4", 3 5/8" wide
3 cars Shorts, 4/4" to 8/4", regular widths, 4-6' long
8 cars 1s & 2s, 4/4" to 16/4", 10" & up wide regular lengths

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
60,000' 1s & 2s, 4/4"
30,000' Select, 4/4"
22,000' No. 1 Com., 3/8"
82,000' No. 1 Com., 4/4"
100,000' Strips, 4/4"
QUARTERED RED OAK
12,000' 1s & 2s, 4/4"
20,000' No. 2 Com., 4/4"
PLAIN WHITE OAK
13,000' 1s & 2s, 4/4"
43,000' No. 1 Com., 4/4"
20,000' No. 2 Com., 4/4"
PLAIN RED OAK
40,000' 1s & 2s, 4/4"
20,000' 1s & 2s, 5/4"
60,000' No. 1 Com., 4/4"
ELM
41,000' Log Run, 4/4"
34,000' Log Run, 8/4"
93,000' Log Run, 12/4"
25,000' Log Run, 16/4"

COTTONWOOD
150,000' Nos. 1 & 2 Com., 4/4"
20,000' Box Bds., 4/4"
CYPRESS
25,000' Sel. & Btr., 4/4"
90,000' Shop & Btr., 4/4"
95,000' Pecky, 4/4"
QUARTERED RED GUM
64,000' 1s & 2s, 4/4"
40,000' No. 1 Com., 4/4"
PLAIN RED GUM
15,000' 1s & 2s, 4/4"
37,000' No. 1 Com., 4/4"
12,000' No. 1 Com., 5/4"
SAP GUM
19,000' 1s & 2s, 5/4"
100,000' No. 1 Com., 4/4"
34,000' No. 1 Com., 5/4"
17,000' Box Bds., 4/4"
58,000' Panels, 4/4"
PLAIN BLACK GUM
16,000' Log Run, 4/4"

Stimson Veneer & Lbr. Co.

The Following Items Are Ready for Prompt Shipment

QUARTERED WHITE OAK
3 Cars 4/4" No. 1 Com.
1 Car 5/4" 1s & 2s
PLAIN WHITE OAK
5 Cars 4/4" No. 1 Com.
1 Car 5/4" No. 1 Com.
PLAIN RED OAK
1 Car 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
6 Cars 4/4" No. 1 Com.
4 Cars 5/4" No. 1 Com.
QUARTERED RED OAK
2 Cars 4/4" 1s & 2s
2 Cars 4/4" No. 1 Com.
QUARTERED RED GUM
3 Cars 4/4" 1s & 2
2 Cars 5/4" 1s & 2s
3 Cars 6/4" 1s & 2s
5 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
1 Car 6/4" No. 1 Com.
SAP GUM
5 Cars 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
4 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
GUM BOX BOARDS
2 Cars 4/4" 13 to 17
2 Cars 4/4", 9 to 12
COTTONWOOD
2 Cars 4/4" No. 1 Com.
3 Cars 4/4" No. 2 Com.
ELM
3 Cars 12/4" Log Run
2 Cars 10/4" Log Run
2 Cars 4/4" Log Run
MAPLE
1 Car 16/4" Log Run
1 Car 10/4" Com. & Btr.
1 Car 6/4" Com. & Btr.
1 Car 4/4" No. 3 & Btr.
1 Car 10/4" Nos. 1 & 2 Com.

J. V. Stimson Hardwood Co.

All Stock Thoroughly Air Dried

QUARTERED WHITE OAK
10,500' 1/2" FAS, 10" up.
28,000' 3/4" FAS, 10" up.
30,000' 1/4" FAS, 6" up
200,000' 3/4" FAS, 6" up.
98,000' 1/4" No 1 C, 6" up.
258,000' 3/8" No 1 C, 6" up.
9,500' 1/2" No 1 C, 6" up.
323,000' 5/8" No 1 C, 6" up.
42,000' No 2 C, 6" up
145,000' 3/4" No 2 C, 6" up.
PLAIN WHITE OAK
14,000' 3/4" FAS, 6" up
13,100' 5/8" FAS, 6" up
56,000' 1/2" No 2 C, 6" up
30,700' 5/8" No 2 C, 6" up.
112,100' 3/4" No 2 C, 6" up.
PLAIN RED OAK
38,000' 1/2" FAS
226,300' 5/8" FAS
655,100' 5/8" No 1 C
181,600' 5/8" No. 2 C.
135,000' 5/8" No 3 C Oak
QUARTERED RED GUM, FIGURED WOOD
12,500' 4/4" No 1 C
QUARTERED RED GUM, PLAIN WOOD
133,000' 4/4" No 1 C.
PLAIN RED GUM
128,000' 4/4" FAS.
185,500' 4/4" No. 1 C
SAP GUM
250,000' 4/4" FAS.
492,000' 4/4" No 1 C.
717,500' 1/4" No 2 C

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel
RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
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80,000' 6/4" No. 1 C.
PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.
QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.
PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.
PLAIN RED OAK
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10,000' 6/4" FAS.
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13,000' 12/4" C. & Btr
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50,000' 8/4" C. & Btr.
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172,000' 6/4" C & Btr
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The Story *of the* Third Appalachian Logging Congress

Appears in LOGGING for JANUARY 1918

instead of in December as previously announced.

The change is due to the postponement of the meeting making it impossible to hold the press long enough to get the story in the December number.

LOGGING dons a new dress with this January 1918 number, climbing right into a class with the most modern monthlies of general appeal. Send for a sample copy FREE.

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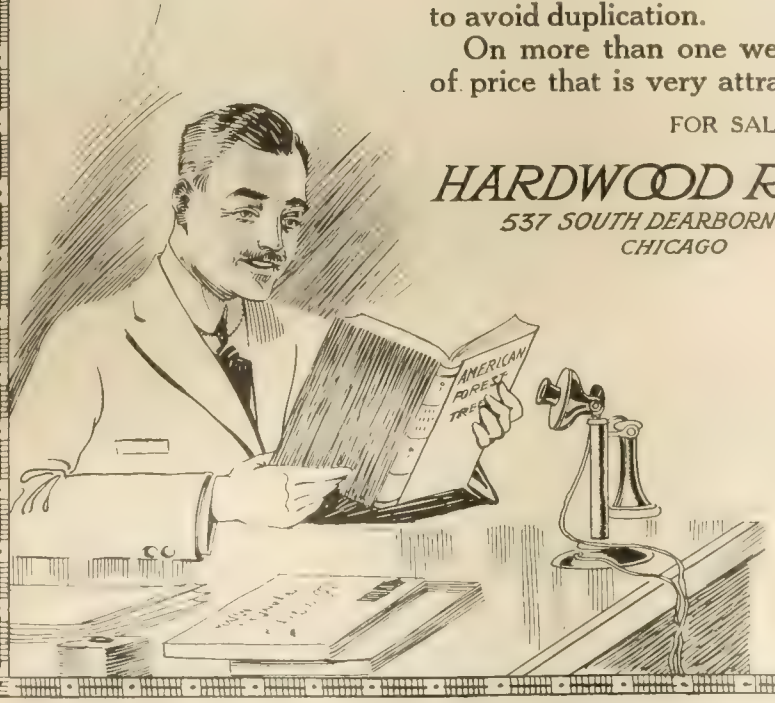

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54 *M. ft.* $1\frac{1}{16}$" x 2" *No. 1 Maple Flooring*
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Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

"FINEST"

Maple and Beech
FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

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Hardwood Lumber

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"STEARNS" QUALITY LUDINGTON

HARDWOOD SPECIALISTS

Lower Peninsula
MICHIGAN MAPLE

A Complete Assortment
Cross Piled and End Piled
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WE SPECIALIZE IN DIMENSION STOCK

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LUDINGTON, MICH.

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Modern Kilns

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Prompt Shipments of
White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

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Manufacturers and Wholesalers of All Kinds of

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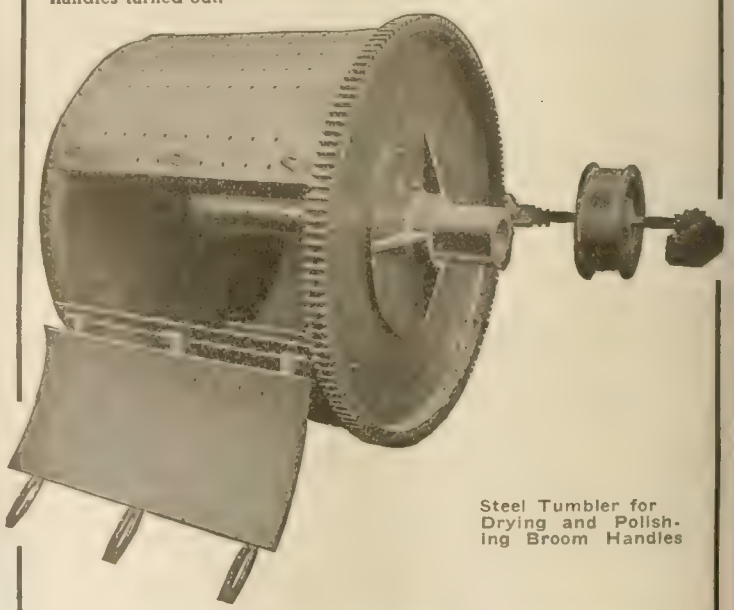
Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



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Complete Line of Broom Handle Machinery

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INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SUKEDOW ST.
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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

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WILL HANDLE ANY ORDER

Air Dried Kiln Dried
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W. O. KING & COMPANY
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Incorporated
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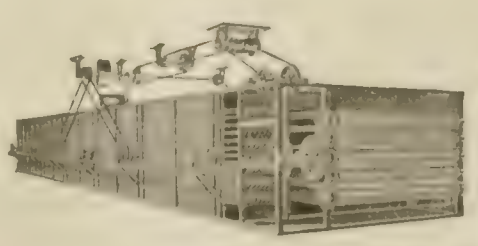
CHICAGO

"Proctor" DRYERS *for VENEER*

No checks or splits. Enormous output. Low labor cost.

The Philadelphia Textile Machinery Co.
Philadelphia



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SALT LICK KENTUCKY
MANUFACTURERS OF
Eureka WHITE AND RED **Oak Flooring**
Complete stock of 3/8" and 13/16" in all standard widths

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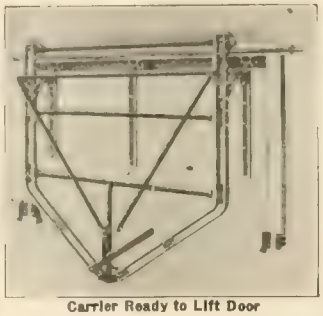
Dry Kiln Door Carrier Co.


Carrier Ready to Lift Door

SAVE Heat, Time, Trouble, Money

by using the

Door Carrier System

THOUSANDS ARE IN USE

THEY OPERATE PERFECTLY on doors of any size, on *OLD OR NEW KILNS*

INDIANAPOLIS, IND.

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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

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TAXES!
CAR SHORTAGES!

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BUT

You can avoid the latter by placing your orders with us

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Don't have to make claims on our shipments. We keep the doubtful boards.

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Your inspector, your shop foreman, with the uniformly high grades of our perfectly manufactured stock.

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BEAUMONT, TEXAS

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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Hu Maxwell, Technical Editor

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537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

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Review and Outlook

General Market Conditions

THE LEAF IS ABOUT TO BE TURNED. What will be written on the blank page to follow is of concern to all of us, but cannot be foreseen by any of us. We know what the past has been. We know what the development is today, and we know about what would happen should the present course hold for another year.

The next twelve months hold promise of one of two things: Either that the present attrition will continue, necessitating our applying ourselves more and more closely to the one problem of war development, or that through some means, peace throughout the world will come in place of world-wide conflict. Of the two, the first prospect offers less uncertainty as to the position of industry than does that of sudden peace.

To as closely as possible discern the future's effect on business, using the term as involving the creation of all commodities and materials and their sale and transportation, it is necessary to turn to the past, for there lies the one lesson for guidance.

There is no question that the past few months has seen a more general realization of the fact that we are in a man-sized war than has any period since we entered the conflict. The sending of men to the training camps and across the water revealed to the nation a promise of sterner developments in the near future. The nation's participation had, before this realization became country-wide, been a thing rather apart from everyday life, a movement which the people for the most part watched more as an audience than as performers. But it is one big stage now—we are all performers and each has his part in the caste. The dress rehearsals are over and we have gotten down to the grim business of putting the thing over and doing a good job of it.

National participation in the prosecution of the war is having two effects. The first effect is positive and direct and emanates from the guiding heads at Washington. It concerns the bearing which specific war needs have upon industries.

The second is psychological and is felt through the influence of war thought upon the population as a whole. It affects the business situation not through direct action or mandate, but by changing the temper of our population effecting a gradual cooling off of our ardor for frivolity and extravagance and a resolve to provide for uncertainties of the future by saving during the present.

The greatest effect of the first influence has come through gradually increased restriction on shipment of commercial lines, and through the turning of labor and manufacturing resources into war work. On the other hand, it cannot be said that the effect of the public attitude towards war conditions has yet been overmarked. Nevertheless it has been sufficient to cause some uneasiness in normal commercial channels. Such reaction, though as might be detrimental to business and as coming through the public initiative has in the main been caused by high prices of materials and labor which have restricted investment and development, and through high prices of necessities which have quite radically curtailed the purchase of those things not strictly necessary.

But whatever might be the economist's explanation, the fact remains that during the latter months of 1917 the trades upon which lumbermen have counted for the movement of most of their product have shown less and less tendency to active buying. On the other hand, this has been balanced by the sensational expansion in the needs for war prosecution, and it has been authoritatively stated that when war production is in full swing it will require (considering what goes directly into war appliances as well as the thousands and thousands of accessories) 50 to 60 per cent of the producing capacity of the sawmills. As under normal conditions the full production has been taken care of through regular commercial outlets, the prospect is directly encouraging.

The building business was one of the first and most seriously hit of all lines. Building has been restricted to the point where the need for new construction for residences and industrial purposes demands resumption of operation. The building restriction has without doubt reached its lowest ebb, and yet it has as a whole fallen off considerably less than one-half. There is no reason for thinking that any normal industry will be curtailed to a greater extent than this; that is, considering normal industries as a whole. Some will be curtailed to the vanishing point, but the average curtailment will undoubtedly not show more than a 30 or 40 per cent restriction at the extreme. This means that the lowest ebb of wartime production of commercial commodities will probably be not less than 50 per cent of normal production, and 60 to 75 per cent might be nearer the mark. Then, placing war production on top of this will mean that between the two influences the production of hardwood lumber will be balanced by more than an adequate market. This, of course, is merely a theoretical glimpse of what may possibly develop. In the meantime, the big problem is to readjust production so that it may fit in properly, providing its quota of material for normal lines and at the same time being in position to produce with the utmost expedition and efficiency for war purposes.

The one thing absolutely certain is that the average selling price for lumber will in the future more fairly represent the worth of material than ever in the past. There continue to be radical and in many cases ridiculous fluctuations and spreads, but mounting costs are gradually forcing a close analysis of production figures. Considering that mills as a whole necessarily operate on approxi-

mately the same cost, the result of this analysis must inevitably be more uniform ideas of fair selling prices with a readjustment to meet war needs, thus bringing about a better balance in commercial lines, this influence would be even more marked.

Another factor having a great deal to do with prices is the mounting evidence that the lumber trade will be hard pushed to provide sufficient stocks to meet demands. Labor difficulties—increasing scarcity of experienced help, and increasing inefficiency of pick-up labor being the chief troubles—are going to be great drags on lumber production during 1918. Many northern mills are providing for day and night shifts so that this effect may be overcome as far as possible. Prospective night runs though will result in an even further reduced production per man in all probability.

Lumber will be strong in 1918 because there will be need for all that can be produced and shipped. Commercial lumber products will continue good property because commercial needs will inevitably take second place to government needs. If this is not brought about through voluntary action by lumber producers and users, it will be brought about arbitrarily by the authorities at Washington. In the end it will be the same.

A Wheelbarrowful of Lumber

EVERY PRODUCER AND SELLER of hardwood lumber should secure a copy of the December 15 issue of the Saturday Evening Post. We refer in that issue to the full page advertisement of the Pullman Company. Read that advertisement and see the fate which is in store for lumber if lumbermen do not keep constantly before them, even in these times of stress, the fact that the future of lumber rests with the lumbermen themselves.

The Pullman Company hands out to the public as a piece of delectable bait the statement that in its modern, almost aseptic cars, the wood used would hardly fill one wheelbarrow. Just think of it! A scant wheelbarrowful of wood now used where a few years ago several hundreds of feet were used. And the Pullman cars use but a small percentage of the total. The same change is true in the construction of day coaches, dining cars, mail cars, express cars and so on down the line of railway rolling stock.

It matters not that the Pullman Company lays itself open to criticism through this advertisement; criticism of its statement of facts on the one hand and criticism of its policy in thus unnecessarily and unjustifiably knocking a stable and necessary article on the other. The influence of what in effect is a direct statement by the Pullman Company that wood construction cannot be made sanitary might and probably will be disastrous to lumber, not in a way that will be discernible by lumber manufacturers immediately, but in that it contributes another point ot the public's misconception of the proper use and utility of lumber and wood products.

The Pullman Company advertises the car with the wheelbarrowful of wood as the nearest possible approach to the sanitary vehicle. Sanitation has been the plea upon which all interior work has been eliminated from Pullman and other cars. Had lumbermen found out how wood could be made just as sanitary as steel they would have had a strong case, for no one will argue that a wooden interior is not more comfortable, both actually and suggestively, than a steel interior. If lumbermen had found out how wood could be applied with adequate provision for sanitation, the Pullman Company would not now be advertising that its new cars contain no more than a wheelbarrowful of wood.

Less there be other wheelbarrow advertisements in the future, let lumbermen heed the necessity and now while the public is hearing more about wood than it ever did, do a little talking and investigating of their own, so that the public may know the how and the why of lumber's proper use and so that after the war is over the market for lumber may be on the increase and not on the decrease.

More Initiative Needed

DURING THE RECENT ANNUAL MEETING of the Veneer and Panel Manufacturers' Association in Chicago, emphasis was laid on one feature of the war situation by several members who had lately been in Washington where they had discussed business matters with boards, committees, and officials. It was the opinion gained from talks with government officials that men and associations which are in a position to supply the government with war material should at once make known what they can furnish, and when; and not wait to be asked. They should decide what service they can render, then offer that service, and not be backward about it.

To make it a specific case, the manufacturer of veneer panels ought to determine what kinds of panels he can make, how many he can produce in a given time, and what facilities he has for increasing the quantity and kinds of his output, and he should offer his services to the government, without waiting for a special call. The call has already gone out to every man and association, and the answer ought to come back promptly in no uncertain terms. The government needs men with initiative, men who do not need to be told what to do, but who can think on their own account.

There is abundant testimony that the war boards will welcome offers from men of that kind, men who can see an opportunity and grasp a problem without being told or shown. The man who knows what he can do and offers to do it is the man who will be welcome. Many a man who has something for sale and will make the fact known will get war business which he would never hear of if he should sit down and wait for the government to locate his place of business.

It was stated that a large order for veneers was recently placed with difficulty, not because of scarcity of that kind of stock, but because those who were placing the order did not know who had such stock for sale. It is needless to say that the order would have gone to men who had previously made known the fact that they could furnish the material. The war boards will welcome offers, and they want information. Instead of turning a proffer down cold, they gladly list it where it can be referred to when needed.

Emphasis has been laid on the fact that better success will follow if business men act through their associations than if they attempt to go it alone. This proves the importance of the associations and how greatly it increases the powers and opportunities of the individual members.

A Country for Sale

SOMEBODY HAS STARTED THE REPORT that a movement is on foot for selling Siberia to the United States for $30,000,000. Let it be hoped that no foundation exists for such a report. The purchase of Siberia by this country would be foolish. It would be unwise to accept it as a gift, with all its great resources. Its gold mines are among the richest in the world. Its agricultural lands compare with those of Minnesota, Iowa, and Nebraska, and are first class. Its forests are as extensive as those of the United States, though probably not quite so valuable. But notwithstanding all these resources, we should leave Siberia alone so far as any propaganda for its purchase is concerned.

In the first place, by buying it, we would buy a war with what may be left of Russia, for no government now exists there with authority to sell Siberia. We would come into immediate possession of an insurrection, for the Siberians are at it now and have the habit. We would lay the foundation for war with Japan without fail, and for probable war with China, Persia and other countries on the border. We have enough trouble of our own without buying more.

Siberia is as large as the United States, and it has resources for developing great wealth; but it is too much like a yellowjackets' nest to offer any temptation to us. It is a good country for the United States to let alone. The wisdom of taking over the Philippines has not yet been entirely proved, and there are ten reasons against taking Siberia to one for not taking the Philippines. Let the Siberians work out their own salvation. We can trade with them, help them, and encourage them, but we don't want to buy their country nor would it be acceptable if tendered to us as a gift.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

Reorganization in Signal Corps

There has been a reorganization of the Signal Corps system of obtaining wood for airplane production. The old wood section of the corps has been abolished and Major Charles R. Sligh, Grand Rapids, Mich., furniture manufacturer, who was in charge of it for a time, has been transferred elsewhere. The hardwood end of the game is now in charge of Major Shepler, chief of the division of planes production of the Signal Corps. He will have an assistant devoting himself partly to the hardwood situation and partly to dealing with questions pertaining to the ash, walnut, cherry, birch, maple, oak, mahogany and other kinds of wood used in making propellers and other parts of airplanes.

The main part of the work of the old wood section, however, has been converted into the division of spruce production of which Col. Bryce P. Disque, formerly warden of the Michigan state prison at Jackson, Mich., is the head. Col. Disque is in the field with headquarters on the West Coast, devoting his energies to obtaining spruce and fir for airplanes for America and her allies. He is said to have ample assistance, funds and authority. As to the latter, he has power to raise a military force of 8,000 men to get the material out of the woods and to run the sawmills if necessary, or protect the work on the government timber at least.

Assisting Col. Disque are Russel Hawkins, in charge of logging and milling operations, with headquarters at Portland, Ore.; Lieut. J. Van D. Crisp, disbursing officer, also at Portland; and Major Fred W. Leadbetter, who is an old lumberman, paper manufacturer and railroad builder. His office is here and in it G. E. Lippincott, of Philadelphia, a wholesale lumberman, is on duty.

The reorganization plan is understood to be practically along lines recommended by E. T. Allen, who at one time represented the government in the spruce and fir country in connection with the aviation program. Allen resigned several months ago because of differences with Sligh and now Sligh has been transferred. He may not stay out of the airplane work, however, as he is a candidate for appointment to the new aircraft board. If he is appointed he will in a measure supervise the work of the men who have succeeded him in charge of the wood end of airplane production.

Lumber Bureaus Active

The latest lumber bureau to open here is the Alabama-Mississippi Emergency Bureau, which has an office in the Munsey building, in charge of M. L. Wootten of the Standard Lumber Company of Birmingham, Ala.

The Douglas Fir bureau has received two big orders lately: one for 20,000,000 feet of material for barges and lighters to be built on the Atlantic coast for use by the army quartermasters in loading vessels for France; the other of 24,000,000 feet for airplanes for the Italian government.

The Georgia-Florida emergency bureau has received an order for 30,000 additional pieces of piling and the North Carolina Pine bureau has been called upon to offer piling for the first time since the beginning of the war.

Many millions of feet of lumber are being ordered chiefly from the pine bureaus for the construction of warehouses, shipyards, piers, embarkation camps, supply depots, etc., in Virginia, New Jersey, Maryland and other states. The details of these projects are not generally available.

Matters of Price

The question of prices paid by the government for lumber for cantonments and other war purposes has been arranged for a time. The prices charged by the Southern Pine and Georgia-Florida emergency bureaus for the month ending December 10 are in effect until March 10 unless the Federal Trade Commission finds meanwhile that the labor cost in producing the material is higher than it was during the fall and early winter, in which case the price will be adjusted accordingly January 10 or February 10.

Prices of shipbuilding material are not touched at all. Prices of fir for other government purposes, especially shipyard construction in the east, for 90 days beginning December 10 are to be stationary, it is reported, at a slight reduction below the current market. Prices of North Carolina pine placed through the N. C. Pine bureau are to be based on delivery at Norfolk, Va., the government paying the freight beyond that point, which practically causes a slight increase in the cost of such lumber to the government.

The trade commission hopes to be able to submit some interesting reports on the cost of lumber production in connection with government war contracts and otherwise. The commission has a staff of men at work on the study of costs. It is said to have data on costs at 42 southern pine mills and to be getting such data from 25 or 30 more mills, the whole collection to be typical of the industry, large, middle class, and small mills.

The commission is being assisted in work on details and methods of cost accounting for the lumber industry by P. C. Rickey of the Long Bell Lumber Company and W. L. Wuescher of the Great Southern Lumber Company.

F. K. Paxton, assistant purchasing agent of the Emergency Fleet Corporation, is understood to have made arrangements for commandeering barges and tugs to bring up timber, piles and lumber from the southern states to the ship yards and other construction work and shipbuilding plants of the north Atlantic coast, thus relieving the railroads to that extent.

The railroads in the East have embargoed lumber and other things north of Richmond, Va.

It is understood that there will be no contracts let immediately for portable buildings for the American army abroad, on account of the scarcity of shipping tonnage to carry it across the sea. Later on the portable house matter presumably will be taken up.

Mr. Yegge has been in charge recently of the office of the National Association of Box Manufacturers in this city. Secretary F. C. Gifford has been in the West for a time. The box association has been offering its services to the government, in conferences through a committee with officers of the Council of National Defense, War Department, etc. The box people are ready to cooperate and to help, but their assistance has not been sought to any extent as yet by the managers of the war machine here. Hardwoods will be required in quantities for many boxes, and box manufacturers say that the specifications of the government are not practicable. One type of box about which the manufacturers have been talking with ordnance officers is to carry detonating fuses The box is birch wood, rather strong and heavy, tin lined, and has two trays in it with a number of holes in them, through which the fuses are passed, holding them in place.

Officers Appointed

A number of additional officers have been assigned very recently to the 20th Engineer forestry regiment, at American University Camp.

Men are being commissioned officers in the spruce battalion being organized by Col. Disque on the Pacific Coast to cut and manufacture airplane stock. On the other hand, it is stated that about 100 men who were examined for commissions in the forestry regiment have been advised that they will not be needed.

H. H. Sheep of Florida, formerly in charge of the Georgia-Florida Yellow Pine Emergency Bureau here, has been commissioned lieutenant at Fort Oglethorpe officers' training camp. George Craig of Philadelphia has been assigned to the job of recruiting men there for overseas service in the forestry regiments, it is reported. Major Kelly of the 20th engineers expects to go across with the next battalion that goes. He has been doing great work in organizing and equipping the regiment. E. G. Griggs, former president of the National Lumber Manufacturers' Association, hears that his prospect for a commission in the forest regiment seem good. His friends hope it will soon be "Major" Griggs. R. B. Allen, secretary of

the West Coast Lumbermen's Association, is also reported to have prospects for an army commission.

Meeting of Lumbermen

A representative delegation of lumbermen from the National and other trade associations attended the recent conference of war service committees here called by the Chamber of Commerce of the United States. The lumbermen attending the meeting talked of the possibility of greater co-operation in the industry and between it and the box industry and related industries. The lumbermen had an advantage over most of the other industries represented at the conference because they are already largely mobilized for war work for the government. The lumber delegates registered as follows:

J. E. Rhodes, National Lumber Manufacturers' Association; A. R. Turnbull, N. C. Pine Association, Norfolk, Va.; Sam E. Barr, National Hardwood Lumber Association, Chicago, Ill.; E. T. Allen, National Lumber Manufacturers' Association; M. E. Preisch, National Wholesale Lumber Dealers' Association, New York; E. F. Perry, National Wholesale Lumber Dealers' Association, New York; Thos. A. Jones, Columbus Lumber Trade Exchange, Columbus, Ohio; J. C. Marshall, Lumber Trade Exchange, Columbus, Ohio.

Mr. Rhodes, acting chairman, addressed the meeting and explained the extent to which lumbermen had been able to assist the government in its herculean task of putting the country on a war footing, and dwelt with particular emphasis upon what the Southern Pine Association has been able to do.

Supplies of Walnut

An authoritative statement has been obtained about the recent government conference with walnut men and the situation generally as regards walnut lumber supply. The statement is as follows:

The director of lumber and members of his staff have completed a survey of the walnut situation in which they have had the assistance of a number of well-known specialists in manufacturing walnut lumber. The result is reassuring as to the adequacy of the American supply for gun stocks and airplane propeller material, in view of the requirements not only of the United States but of its allies. As a result of the conference it seems desirable that R. H. Downman, director of lumber, should be advised by individuals who are in a position to supply either walnut logs or walnut flitches, 8″ and over wide and 8′ and over long, with a statement of prices they want for the material. While the amount of walnut available seems to be sufficient for all practical purposes, parties submitting this information may be provided with a market for their product with which they are not now familiar. Ordinarily, the supply of walnut most suitable in size and quality and near the existing market will, no doubt, have first call on the business. This suggests a means by which owners of walnut can show their patriotism.

It is inadvisable for them to attempt to profiteer in walnut. There is nothing in the situation to justify inflation of prices. Figures at which present business is being placed are such as to insure a satisfactory profit.

Four substitutes for walnut for gun stocks are available and in the order of their suitability they are birch, mahogany, maple and gum. The United States government has not had to use any of them. The Russian Government has had many gun stocks made of birch.

This government has in sight a definite supply of 2½″ birch as a reserve against any temporary break in the walnut supply that might result from a long spell of bad weather or poor condition of the country roads. Walnut is preferred for gun stocks, but this government will use substitutes for it if necessary.

A high compliment was recently paid to the lumber industry by Mr. Barouch of the War Industries Board, in charge of the raw material division, when he declared that no industry has done more than the lumber industry in assisting the government in its war preparations, and that opinion was shared by the secretary of war.

While the lumbermen realize that the necessities of the nation made it possible for them to demonstrate the efficiency of their organizations, and conclusively prove that there has been no desire on their part to profiteer at the expense of the people, they have sufficient faith in the patriotism of the majority of men identified with other industries, to know that had they been called upon for similar service they would have as fully measured up just to the opportunity.

Forest Service and the War

In the forester's annual report he points out the methods and plans of the Forest Service to turn its resources and facilities over to the assistance of the war forces. Speaking of the uses of wood along that line, he says:

On aircraft the efforts of the service have included the development of methods by which spruce and ash can be artificially dried without loss of strength and toughness, obviously involving supplementary strength tests; tests to determine the best substitutes for these species, and for each species selected the development of safe methods of artificial drying; study of the effects of steaming on mechanical properties of ash and spruce, to develop the best conditions for bending; the selection of the woods most suitable for propellers; tests to determine the proper methods of conditioning and the best technique for propeller construction; strength tests on veneers and built-up construction; advice and assistance on specifications; and the training of inspectors of wood for airplanes.

On wooden ships an attempt is being made to cover the whole field of the proper technical use of wood, including specifications, the best methods of conditioning, preservative treatment against decay and marine borers, the selection of substitutes, steaming and bending, etc.

Efforts on vehicles have been centered mainly on the development of methods of drying the hardwoods which are used, and assistance to manufacturers in putting the best methods into commercial practice. Wherever possible assistance has been given to hardwood distillation plants in order to increase the production of acetone and other products so greatly in demand for munitions making. A commercial demonstration has shown that the cost of producing ethyl alcohol from wood waste can be materially reduced. Profitable production is important from the standpoint of munition making, and also food conservation. Methods have been developed in commercial demonstrations under which walnut and birch can be kiln dried for gun stocks in a much reduced time with comparatively little loss.

In general, much assistance has been given on a great variety of war problems relating to forest resources and the manufacture, purchase, and most efficient use of wood and other forest products.

Data urgently needed as a basis for airplane design and construction, regarding such matters as the selection of the best species and the best substitutes, the development of safe methods of artificial drying, and the best technique in construction, can not be supplied as rapidly as they are needed with the present force and equipment. An increase in funds for this important work is urgently called for.

Chair makers Are Handicapped

A Washington newspaper publishes the following explanation of why there is said to be a shortage of furniture in the North:

"If some of our brethren of the North have no chairs to sit in, blame it on the war," remarked Zeb Vance Walser, a prominent lawyer of Lexington, N. C., at the Raleigh. "That part of North Carolina in which I live—the western part—has become one of the most important furniture manufacturing centers of the United States," continued Mr. Walser, "and the manufacturers have just begun to feel the pinch of the war. In other words, they have only recently come to understand and to realize in the full sense that furniture making is not classed as an essential industry. The result is that the factories of western North Carolina are bulging with furniture stock that cannot find its way to market. There is no trouble getting the furniture as far as Washington, but there it stops, and it has been practically impossible to get transportation farther north. It is, of course, a matter of deep concern to our manufacturers, and means that if there is no relief the factories will have to shut down. I have no doubt that if the exigencies of war should demand it the furniture men would accept the situation cheerfully, for they know, as we all know, that everything must be subordinated to the requirements of the war."

The Webb Bill

The Webb export trade bill in which lumbermen throughout the country are very much interested, has passed the senate at last and gone to a conference committee representing the two houses of congress, where differences between them will be adjusted. The bill permits combinations among exporters so that they can compete with foreign monopolies in the markets of the world.

The Eight-Hour Law

The Western Pine Association, which employs 16,000 men and has an annual cut of 2,200,000,000 feet, has announced that it has adopted the eight-hour working day, which will go into effect January 1, 1918.

Not only is eight hours proposed for logging camps and lumber mills, but, in a bill recently introduced by Representative Kelly of Pennsylvania, the eight-hour principle would have to be applied to the production of all sorts of manufactures of wood, and to the products of every factory, mine, workshop and other establishment if it is to enter interstate or foreign commerce.

Forest Products Statistics

Director of the Census Rogers recommends in his annual report that statistics of forest products ought to be collected and published regularly. It is well known that the main feature of such statistics heretofore has been their irregularity and the lack of plan and system in their compilation and publication. Another criticism has been the delay in such publication, such statistics often being two or three years late.

Federal Trade Commision's Report

The Federal Trade Commission has submitted its annual report, saying, among other things:

The general investigation of the lumber industry commenced during the fiscal year 1916 was continued, especially with respect to the fundamental conditions in private holding of timber and the manufacture of lumber and with methods of trade organization in the lumber industry. During the fiscal year 1917 the commission has assisted the forest service in the preparation and publication of several numbers of its series of "Studies in the Lumber Industry." In its work on the problems of the

lumber industry it has had the co-operation of the Bureau of Foreign and Domestic Commerce and the Forest Service. As a result of this joint investigation there was created in April, 1917, an advisory council on forest industries to study continuously the problems of timber using industries and to determine a rational public policy with respect to standing timber resources. On this council are represented the forest service, the bureau of foreign and domestic commerce and the federal trade commission. Conferences and hearings with other government agencies and with representatives of the industry have been continued.

Differences in Housing Program

A complete investigation of the shipping board and the shipbuilding program was recently ordered by the Senate, which instructed its commerce committee to make an inquiry. The probe will cover the wooden ship program and other operations of the board, its fleet corporation, and other phases of the situation.

The investigation resolution followed the latest shakeup in the board, which included the resignation of Rear Admiral Harris as general manager of the fleet corporation, the promotion of Charles Piez as his successor, and other changes. Chairman Hurley announced that James Heyworth would remain in charge of wooden shipbuilding, and that Admiral Bowles would have an important place in the new organization.

The retirement of Harris after only about a month's service as successor to Admiral Capps was due in part to differences he had with the board over the question of housing. Mr. Hurley said Harris wanted to embark immediately upon a housing program to cost $12,000,000 to take care of workmen at shipbuilding yards. The board is working on the housing question, J. R. Flannery being in charge of the work. The board is reported to plan lending money to shipyards so that they can build houses for their employes. It may have to buy or build houses itself; or it can co-operate with states and cities in providing housing. It is reported to be planning alternate rows of frame and brick houses in shipbuilding towns so that the fire risk will not be so great as though all wooden houses were erected.

Planing Mills Put on War Footing

A company under the name of the St. Louis Wood Products Company, St. Louis, Mo., composed of seventeen sash, door and millwork interests, has recently been incorporated under the Delaware laws, with a capital stock of $25,000. The object of the corporation is to consolidate facilities for securing contracts from the government for material in the construction of cantonments, war emergency buildings and the manufacture of cases and boxes for the shipment of supplies and ammunition.

The officers of the new company are: President, E. T. Bradbury, Riddle-Rehbein Manufacturing Company; vice-presidents, Geo. H. Fox, Fox Bros. Manufacturing Company; Christ Beckemeyer, Gravois Planing Mill Company, and W. E. Hay, Wellston Planing Mill Company, who is also director of sales; secretary, J. P. Larson, manager of the Planing Mill Listing Bureau; treasurer, Charles E. Reis, Carondelet Planing Mill Company.

Personal Mention

Joseph Lang was here recently on a tour of shipbuilding yards, which he is visiting for the Southern Pine Emergency Bureau to see how the wooden ship and shipyard construction work for which it is furnishing materials is going.

Examiner Chantland of the Federal Trade Commission has gone West to confer with persons connected with the complaint filed by the commission some time ago against a number of lumber concerns and others in the Northwest and middle West, alleging unfair competitive methods in their dealings with the mail order houses.

A. E. Clarke of Edward Clarke & Sons, Toronto, and Gardiner I. Jones, Boston, are among the hardwood men here this week in connection with government business and other matters.

Roy H. Jones, manager of the Northern Hardwood Emergency Bureau, expects to spend Christmas in New York.

Director of Lumber Downman has gone to his Virginia farm for the holidays.

C. H. Worcester, one of the hardwood men on Mr. Downman's staff, has gone to Chicago for the holidays.

Horace A. Taylor, the other hardwood advisor of the government, goes to his home in Buffalo for Christmas.

Other lumbermen in town are B. B. Burns of Huntington, W. Va., and R. L. Jurden, Memphis, a subcommittee in charge of the Southern Hardwood Emergency Bureau; L. F. McAleer of the Natalbany Lumber Company, who represented wooden paving block interests in the east; George Dascomb of the Dascomb Lumber Company, Chicago, and others.

Lumbermen Are Coming Through

Revelations at Washington since Congress reconvened strikingly prove that the biggest opportunity for helping the nation in this crisis lies not in money contributions but in the contribution of personal services. The money can be secured. If it is not forthcoming through appeal it will be raised through taxation and similar means. But the country would be no better off had it $50,000,000,000 in its treasury if there were no organzation for converting that money into the means required to fight our battles on land and sea.

The only personal service of any consequence or value is that service offered by the unselfish busines man who is beyond the point where he is looking for aggrandizement in honor or money. The voluntary offering of brain power by men whose brains have brought them to success in their own business is the highest duty of the leaders in industry, commerce and business. So far as this willingness to sacrifice has gone, the lumber trade may be proud of its contribution. Leaders in the industry, men whose time is worth untold dollars to themselves if applied in their own interest, have laid aside thoughts of their personal organizations and have entered into the work of helping whip into shape Uncle Sam's big business so far as it concerns timber, lumber and resulting products.

As an illustration of the way business brains will help where professional and political brains would not may be cited a little incident which has been mentioned in HARDWOOD RECORD before. It concerns a representative of one of the allied governments who was here to contract for purchase of millions of dollars worth of material which would come from the lumber field. It seems that this man's contracts were completed and that the conditions under which he had worked them up provided that when the transactions went through his personal gain would be a cool million dollars. His figures, to the professional mind, would not have signified anything out of the ordinary.

Frank F. Fish, secretary of the National Hardwood Lumber Association, in telling of this incident before the recent veneer and panel meeting, stated that after the contracts had all been signed up and were ready for delivery they were brought to the attention of R. H. Downman, who now has entire charge of lumber purchases for the allied and United States governments. Mr. Downman, being a practical lumberman, immediately perceived the camouflaged graft and took steps to stop the transaction, thereby saving the Italian government on one order exactly $1,000,000.

This, as stated, is just one instance showing why men who have practical business experience in their respective lines should be willing to give their services to the government and why the government should rely in every way upon officials chosen from the respective fields of industry and business.

Mr. Fish in the same talk went on to tell about the work his association is doing at Washington, mentioning the new War Service Bureau of the association, organized two or three weeks ago at the request of Mr. Downman. In this connection Mr. Fish said he called at the offices of all the officials who might be interested in hardwood purchases and tendered the services of his entire corps of highly trained inspectors amounting to almost one hundred men. His tenders were gratefully accepted in each case and since his return from Washington he has had requests for the services of about a dozen inspectors on government work.

Lumbermen are coming through—they are coming through wholeheartedly and voluntarily, with earnestness and sincerity behind everything they do or suggest. If the efficiency and earnestness with which lumbermen's efforts were co-ordinated and are being administered characterized all branches of the work of the government itself, we would need to have no fear that the fullest measure of results in the quickest possible time would be achieved from the immense expenditure of money which the government has contracted and will contract for.

When the head of an institution is always on time in the morning there is not a very imperative call for the use of the time clock.

Seasons Greetings

As the year closes our thoughts go to you with whom the past twelve months have brought such pleasant contacts.

It is our cordial wish that you may feel to the full the Season's halo of memories and realities---that you may approach the new year with a firm foundation of accomplishment in the old which will insure your successfully meeting the issues of 1918

Nickey Bros., Incorporated
Memphis

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

War Creates New Demand for Veneer

Address by B. W. Lord Before the National Veneer and Panel Manufacturers' Association, December 11, 1917*

WE ARE AT WAR with the greatest military organization the world has ever known and we are in very serious war—how serious no one of us has the least conception. As President Wilson stated in his message to Congress, the first thing we must all consider is to win the war and take up other matters afterward.

This war game is the greatest game that has ever been played, and if any of you gentlemen wish to realize what it means, you should spend some time in Washington and see what the government is doing to organize, systematize and equip along every possible line of offense and defense, and the tremendous army of business men who are giving their time and their efforts, absolutely unselfish, to help the government in this crisis.

One of the best posted men in Washington stated to me last week that the two matters which the different war boards consider of the greatest importance and the greatest necessity are the immediate construction of our merchant marine and the immediate construction and equipment of our air fighting forces.

The training of our aviators amounts to nothing unless they are supplied with enough and properly equipped battleplanes, and these battleplanes mean a large amount of veneer and panels. How large that amount is no one seems to know, but I want to give you a few reports which I have heard and I want to give them to you without any authentic basis for these statements.

It is reported that the government has placed orders for 22,000 battleplanes and these are to be followed with orders for 75,000 more.

From a prominent business man who is giving his time and is going to France to serve the country in the assembling of airplanes, I received the information that one plant was being constructed and equipped for the building of the Liberty motor and they were equipping their plant for a capacity of 500 motors per day.

The government recently placed an order for a million and a half feet of panels for 3,000 airplanes, which figures about 500 feet of panels to the plane, so that if these Liberty motors were all used for airplanes, it would require about 250,000 feet of panels per day to build planes for the motors.

In addition to the battleplanes that our own country requires, England and France are depending largely upon this country for their supply of veneer and panels for the construction of their planes, so that the amount of material that the veneer mills and panel mills would be called upon to supply for the war work would be very great indeed.

ADDITIONAL MATERIAL NEEDED

In addition to the airplanes, there will be a large number of hydroplanes required, which come under the Navy Department. Then, in addition to these, a large amount of material is required for storage battery separators for batteries of all kinds; not only for motor vehicles, submarines, field batteries, but for every other purpose. Then there is material used for high-powered switches, and panels used for engine beds, and undoubtedly there will be a great many other purposes for which veneer and panels will be required.

There is considerable talk of using a three-ply case for munition boxes on account of having to ship our stock across the water and such a great distance, and if the government shall use built-up stock for boxes, the amount required will be tremendous.

There has been a very large use of built-up stock for diaphragms in shell boxes. The English shell box is made with diaphragms for holding the shells. These boxes contain four shells—the shells put in with the points down, and three diaphragms—one at the bottom, one at the top, one about the middle. Diaphragms are about 9 inches square with four holes.

In the Russian shell box and the French shell box the shells are packed either two layers of four or three layers of three, the shells lying horizontal and kept separate by a system of blocks and wedges.

As to the American shell box, evidently the fiber box people got busy and had the specifications call for each shell to be in a fiber container and the shells carried horizontally, but some shells that were to be stored and not used soon were to be encased in tin hermetically sealed.

If the veneer people were properly organized and properly represented, they should have the merits of the diaphragm box as adopted by the English war board thoroughly investigated and tried out, and properly brought before the proper board.

BIDS ARE FEW

While in Washington last week Mr. Young and I called at the signal corps department and they showed us an order for 1,500,000 feet of panels that they had recently placed, and they had very few bidders and they did not know whom to to go to secure this material.

In calling upon the British munition board they showed me an order for 12,000,000 feet of rotary veneer that they wished to place. They had only one bid on it and

*The war service committee suggested by Mr. Lord was created and means for the financing of its work were provided in the session.

did not know to whom to go for the material. The one bid they had was from a concern not strictly in the veneer business.

In talking with the different war boards, none of them seemed to know of whom to secure veneer or panels, and there seems to be a strong desire to know whom to go to to secure information. The feeling seemed to be that they would like to work through an association or war committee representing an association, as under the present conditions some outsiders get in touch with some war board that has a large order to place and accepts the order and then goes around and scalps on it. This is not efficiency; it is not economy; and it is not for the best interests of either the veneer or panel industry, and it is certainly not to the best interest of the government.

LACK OF INFORMATION

Another very vital point is that specifications are submitted for material and these specifications may not be submitted with the full knowledge of the actual conditions, so that if a practical committee representing the veneer and panel men could confer with these boards, submitting specifications, those specifications could undoubtedly be modified in different ways to enable the mills to produce the stock better, more economically and more quickly and to save the government a large amount of money.

The Forest Products Laboratory at Madison is doing wonderful work in its tests and experiments, as it undoubtedly appreciates the conditions under which so many specifications are submitted, and if this association had a war committee or a war council, it could probably co-operate with the Forest Products Laboratory and might be able to give some assistance in the hard work which the laboratory has in approving or disapproving woods or panels that are submitted to it.

FOREIGN SPECIFICATIONS

This country has not had any practical experience in battleplanes and is relying upon the experience that England and France have had with their battleplanes. Specifications for American planes are being made according to the construction of English and French planes, and while the first object is to have a battleplane safe, and one that will stand the actual tests which it has to go through, still we must take into consideration that the foreign planes are built in foreign countries and are built of what wood and what material are available in those countries. This country may be able to build a better plane with the material we have, and that is preferable to trying to imitate the foreign countries with what material they have available. This problem, as I understand it, is the one that the Forest Products Laboratory has to solve and I think every veneer man and every panel man here should give every assistance possible to this laboratory.

These are some of the conditions as they appear to me. As to the best remedy: Everyone, of course, believes that he can suggest a theory or a plan which will solve all troubles, and the plan which I would like to suggest is not any idea of my own, but is the plan followed out by most of the large industries of this country.

WORKING THROUGH COMMITTEES

The National Chamber of Commerce is forming or has formed a war service board, which is composed of chairmen of war service committees, each chairman representing a committee which represents an industry. This committee of chairmen works in conjunction with the National Council of Defense and this council of chairmen is able to give the government the co-operation of practically all the industries, and it gives it in such a way that the industries can be of great benefit to the government. On the other hand, when any industry needs cars or fuel or anything of that sort, if it is brought up through this council the government is able to give relief, but it probably will be difficult for any individual concern to secure relief unless the matter is brought up in some such way, for the railroad conditions, fuel conditions and all conditions of supply and material will probably become harder and much more difficult as we get further into the war.

If we win the war it is going to require the combined efforts of all the resources of this country, not only in the fighting forces, but the industrial forces, and it will probably require the greatest efficiency of every industry. The only way to secure that efficiency is by co-operation. As you know, the Interstate Commerce Commission has recommended forgetting the Sherman act and pooling all railroads.

ISOLATED EFFORTS WILL FAIL

It is quite possible that some veneer mills or some panel mills can slip around and pick up desirable contracts and make a lot of money, but that is not going to win the war. If we want to do the most good for the country and if we want to win I believe we should forget our personal interests, we should forget all personal feelings, and we should all work with the one purpose of doing the most good for our country when she needs us.

In regard to a war service committee to work with the war council of the National Chamber of Commerce, I believe we should appoint a committee that thoroughly represents us, and in which we have absolute confidence. We should have a committee that represents not only this association, but every veneer mill and panel mill in the country. This committee should not be too large, but it should be representative, and that committee should have power and it should have authority, and it must be backed up by every single manufacturer.

The exports of veneer are not separately shown in government figures. The item is grouped with a miscellaneous collection listed as "all other," and there is no way of telling how important veneer is in the group. It is known that veneer panels are shipped to many countries, some of them going as far as South Africa. The usual name of veneer in foreign countries is ply wood.

The Plant Behind the Service

This view shows a portion of our large modern plant, by means of which we are able to give you as close to one hundred per cent. efficiency in Service as we believe it is possible to obtain. With about one hundred and fifty cars of the choicest logs coming into our walnut mills regularly each month, we are in an excellent position to execute orders for

Walnut Lumber

Forty years' experience has earned for us the reputation of being able to furnish a class of Walnut that is unequalled. That is the reason why our trade is steadily increasing. "Hartzell" Service and Quality mean something. Large stock of all grades and thicknesses constantly ready for shipment.

We also manufacture highly figured **WALNUT VENEERS,** and make a specialty of Table Tops and Talking Machine Dimension Stock.

ASK US FOR PRICES

Geo. W. Hartzell, Piqua, Ohio

Specialist in Walnut Lumber and Veneers

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Architect and Built-Up Panels

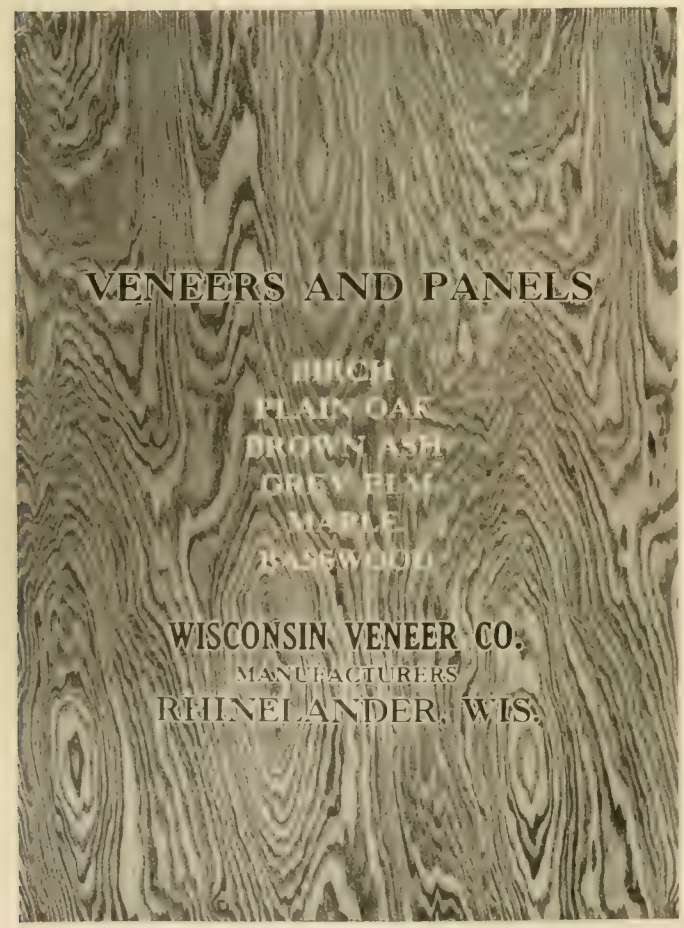
Possibilities of Interesting the Designer in Better Products for Interior Trim

ARCHITECTS ARE PECULIAR. They are different from other people, combining, as they do, engineering with art, business with a profession. They admit their distinctiveness, and hence it may be taken for granted in considering them.

Because they are sui generis, and stand apart from ordinary buyers of various products, manufacturers whose business is influenced to a large extent by the way in which architects favor their goods have found it wise to make a special study of the situation; to organize architectural departments; to train salesmen in the proper method of approaching them, and, in short, to treat the architect exactly as if he were an important, particular, hard-to-sell prospect.

For that is exactly what he is.

Although he does not buy anything outright, his ability to include a product or an idea in a design is so great that it is necessary to get him interested as well as the owner. The latter, recognizing the technical character of building design, usually puts the entire proposition up to the architect, after giving him his ideas in a general way. Thus, no matter how much effort has been spent on the owner, in getting him interested in the use of any particular item in a new building, it is the architect who has the final say, and whose recommendation goes a long way in the direction of deciding the matter.



What does this mean from the standpoint of the concern making high-grade face veneers or built-up panels suitable for interior trim?

It simply suggests that as part of the sales work which is being undertaken, something be done to interest the architects in this kind of work, and stimulate their efforts to have high-class wood interiors provided for in their designs of fine residences, hotels, clubs, hospitals, schools, theaters and other public buildings.

There is no doubt that a great deal could be done along this line. The possibilities of embellishing interiors by means of the right kind of wood panels, properly finished, are so great that once an architect became really enthused on the subject—as he would probably be if he were given an opportunity to study it at short range—he would be a "fan" on the use of built-up panels ever after, and would lose no opportunity to improve his buildings by the inclusion of fine work of this character. There are so many handsome buildings which are lacking in the elegant, rich and livable qualities produced by wood panels that one is justified in assuming that the lack is due to failure on the part of someone to suggest this treatment to the architect.

Of course, it would not do to go to the designer and tell him of his ignorance on the subject of wood in interior trim. He probably thinks he knows all that it is necessary to have knowledge of on this and every other subject connected with building. His professional dignity might be affronted by a blunt suggestion of this kind. But if a diplomatic salesman were to intimate that he could show some ideas and samples having to do with securing an unusual and distinctive effect for a certain class of buildings, the architect would probably unbend sufficiently to take account of the suggestion and permit the salesman to show what he had to offer.

The veneer man could work along this line with the panel man. In fact, the two should do a little teamwork, because their interests in the matter are mutual. The veneer man seldom hears of the job until the veneers needed for the panels are to be bought, and then the information comes from the concern which is to build the panels and install them. However, if he had been apprised of the project early in the action, he would have been in a position to get in touch with the architect, to show him the possibilities of veneered work in fine woods, and to make certain that the job would include this feature.

There is no reason why those interested in the woodwork should sit back and wait for the final decision to

BLACK WALNUT

Ready for Immediate Shipment

First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
30 M ft. 4/4
Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
F.A.S. 6″ & wider, 8′ & longer

No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

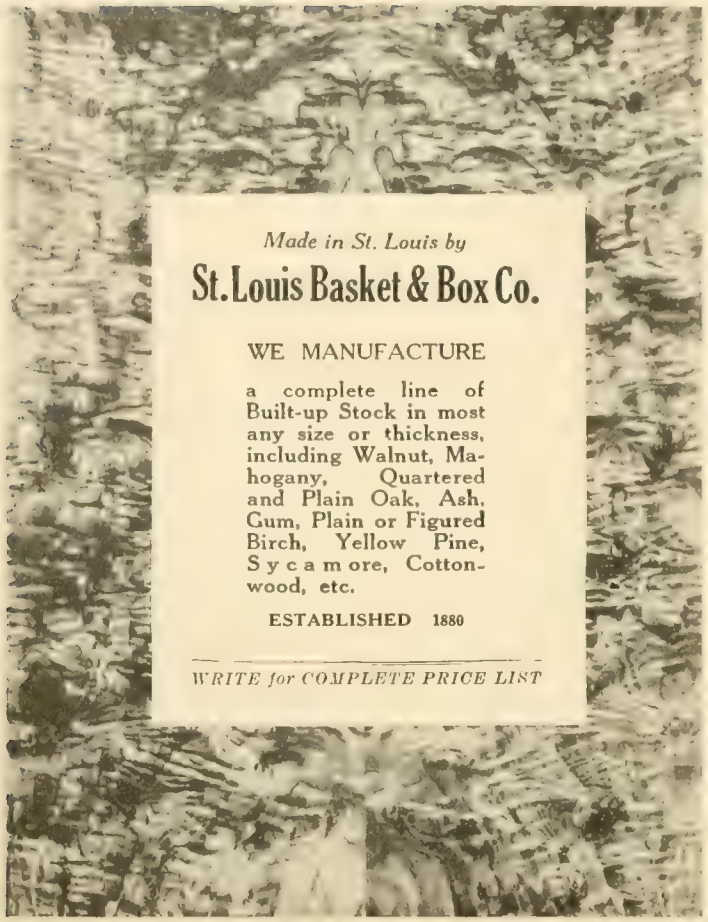
On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

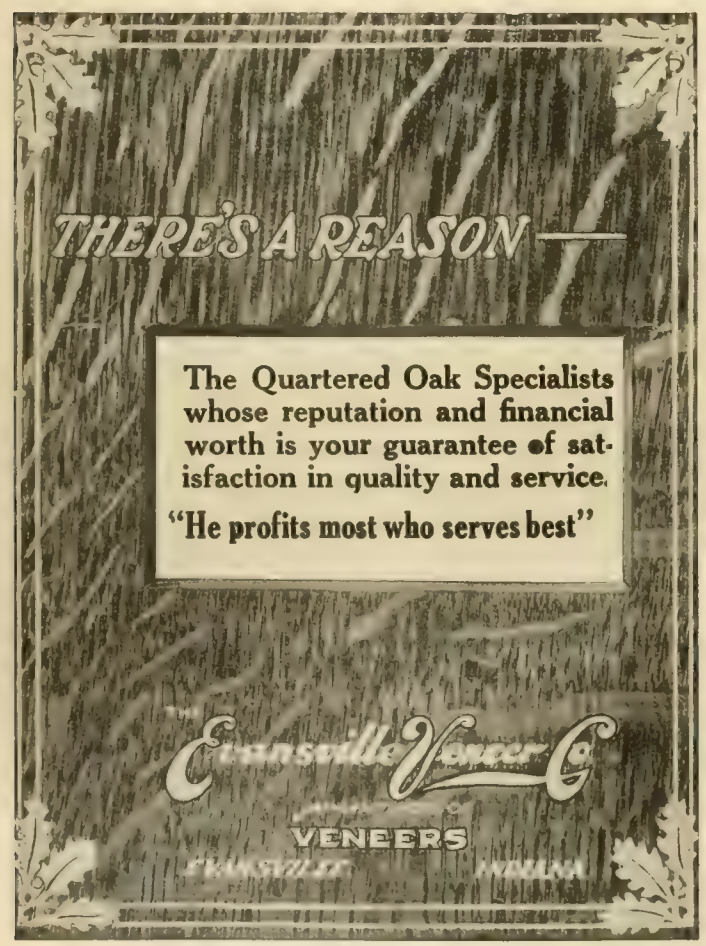
ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

ST. LOUIS, MISSOURI

Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.





be made, without bestirring themselves to see that it is made right—that is, favorable to them. If a manufacturer of wall paint or roofing tile or flooring or heating equipment or electric light fixtures or lavatory equipment hears of an important building job, he does not wait for things to happen; but he proceeds to make them happen. His method is to go to the front, take an aggressive stand with reference to the importance of his own product, and see that it gets consideration in the final round-up.

Of course, the situation there is strictly competitive; that is, the manufacturer knows that somebody in his line will get the business, and his job is to see that his own product is given proper consideration before and after bids are taken. In the case of panels for the building, there is danger that this feature may be entirely eliminated; that some other treatment for the walls may be decided upon, and hence that nobody will handle the work. While this makes the immediate competition less evident, the competitive element is still there, but the competition is with other materials instead of other manufacturers in the same field.

The panel concern may perhaps feel that it is better for the veneer company not to appear in the matter, and that it can take care of the business without difficulty. This feature can be solved by a definite arrangement between the veneer and the panel concern, whereby it is understood that the product of the former will be used in case the latter gets the contract. They can both then work to the one end of having wood panels included, and of having the contract awarded to the concern which has demonstrated its ability to furnish the right kind of material for the job which is being figured on.

This is in line with the methods followed by manufacturers in other fields. For instance, if a heating equipment concern is interested in a particular building, it arranges for a certain contractor to submit a bid, based on the use of its product. In other words, it ties up its interests with a particular contractor who will handle the work, and helps him to influence the architect in favor of this product. This plan is generally found to be satisfactory, and the efforts of the two concerns involved are then directed to the same end.

The veneer or panel concern which is interested in the development of building work may not be in a position to go far afield in its efforts along this line. But it is always possible to undertake work in the local field. Every concern which is in a position to supply material suitable for important building jobs ought to cultivate at least the architects in its immediate vicinity, occasionally sending them samples of fine veneers, having a sales representative call to supply information in the event that an important building which may include wood panels is to be erected, and, in short, showing the architect that the facilities of the concern are at his disposal.

This is likely to lead to some interesting and valuable

connections being formed. While, as indicated above, the architect does not regard it as good policy to admit to the general public that he is lacking in knowledge of any phase of building design, he is, in practice, always glad to have a source of information which can be depended upon in certain lines. For instance, architects usually have a high-grade plumber, electrical contractor, heating contractor, etc., on their lists, and when specific information regarding the practical details of these lines is needed, these men are turned to. They are glad to supply the data, of course, since the service strengthens their position with the architect. In the same way the latter would appreciate having a source of information in the person of some qualified veneer or panel man, to whom he could turn when wrestling with the knotty problem of what kind of wood is best suited for a particular interior, and how it should be finished to get the desired results.

Sporadic work with the architects has been undertaken now and then by concerns in the veneer and panel field, but in too few cases has it been carried out on a permanent basis, as a matter of policy. A certain manufacturer of veneered doors has succeeded, as a result of effort of this kind extended over a number of years, in getting the architects all over the country interested to the point of calling on him for advice and suggestions in regard to this feaure; and, of course, the business of his company has increased, especially in connection with the sale of fine doors, which are built of the best materials and carry a correspondingly high price.

A well-known manufacturer of mahogany veneers started a campaign a number of years ago, the object of which was to show architects that the cost of mahogany was not excessive, and that this aristocratic material could be used without paying too great a premium. This feature, by the way, is one that could be developed to good advantage for all fine cabinet woods. The labor and other expenses involved in producing interior trim and installing it in a building are far greater than the initial cost of the material; and hence the best of hardwoods can be employed without increasing the expense of the job more than a trifle.

Another veneer manufacturer has been working with architects by suggesting that they ask for samples of fancy veneers when they have a particular job in mind, for which they desire something unusual. By getting them interested in the matter of wood interiors, he has succeeded in making them look to him for information regarding the best to be had in the way of veneers suitable for built-up panel work.

These are only a few instances of what is being done, and it is obvious that they should be multiplied in order to bring the proper amount and degree of pressure to bear on the architect. If the latter were told as much about wood interiors as he is told about paints, for instance, he would be likely to specify this material much more frequently, and at the same time to insist on better products and higher-class panels. The whole industry

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About ten carloads 1" No. 1 Com., also other thicknesses and grades of

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dry enough to put in a kiln with safety.

If at any time we can serve you better by telegraphing kindly wire at our expense.

We are carrying a nice stock of SAWED VENEER, 1/8", 3/16" and 1/4" Mexican; also several MILLION feet of SLICED 1/24" and 1/28" Mahogany, and AMERICAN WALNUT veneer ranging from plain to highly figured. May we send samples to you?

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would be benefited.

Right now, of course, building operations are below par, and this might be considered a reason for postponing active effort along the line indicated. It is probable, however, that the present lull might make it easier to get the ear of architects than if the plan were attempted when every office was crowded with work. Leisure makes for education, and propaganda having to do with the increased use and enjoyment of fine veneered panels is certainly education, which should be carried on just as vigorously as circumstances permit and opportunity offers.

The Core Lathe

This Coming Machine Cuts Many Feet of M erchantable Veneer that Would Otherwise Be of Little Value

AS TIMBER BECOMES MORE SCARCE and prices continue to climb, the veneer mill owner, providing he is a man of good judgment, is beginning to look around to see where it may be possible to reduce the cost of manufacture and stop the waste of material. It is a known fact that a few years ago very little attention, if any, was paid to the roundings of the log—the greater percentage was either carted direct to the boiler room or thrown into the hog with its ultimate destination the fire box. Cores were sawed into firewood and sold about town or resold into crating stock.

Today there are some veneer manufacturers who still say that it is a waste of time and money to try to utilize the cores outside of cutting them into crating stock and who maintain that cutting the cores down on a small spindle lathe would result in a product of little value.

If such is the case, why are some of the largest and most prosperous veneer mills in the country installing lathes carrying spindles from 2⅞″ to 3⅞″ in diameter? These lathes are installed for the express purpose of further reducing cores, thus utilizing what would otherwise be refuse. These mills are certainly not doing this merely to have something to do, and could they not see a profit in the operation, it is an assured fact that they would not long continue. A small spindle lathe is a good buy for any mill, not only for cutting down cores, but for handling logs of small diameter as well. For it takes just as long to dog a small log in a machine carrying a six-inch spindle as it does in one carrying 2⅞″ spindle, and should the log have crooks, by the time it is rounded up in the big machine the operator has already reached his chucks and so far the stock is of little value.

On the other hand, with small spindles, the cutting can continue until the knife gets into the best part of the log and is turning out usable material, thereby greatly increasing the mill's capacity. A small spindle lathe is not recommended for cutting ¼ or ⅜ inch for center stock, or for faces 1/16 or 1/30 inch.

D. E. Kline Becomes Veneer Secretary

The biggest thing the veneer trade ever did was to provide for a special war service committee at the recent big meeting in Chicago. The spirit exhibited at the meeting revealed a true appreciation on the part of veneer and panel men of the task which lies before them. This committee, as noted in the last issue, was composed of B. W. Lord, chairman, who is assisted by A. E. Gorham, M. W. Perry, E. R. Morrison, D. E. Kline and R. L. Jurden, a strong representation of the veneer and panel industry within and without the association.

This body held its first meeting in Chicago on Tuesday, December 18, the members getting together at the call of Chairman Lord. It is a notable fact that while all of them live at considerable distance from Chicago, the meeting was attended by every member except R. L. Jurden, who was in Washington at the time on important association business along the same lines as that proposed by the veneer and panel war committee. The committee members in each case made the long trip to Chicago especially for the gathering, and after completing the business, left for their respective plants.

The most important work was the selection of a secretary; this honor falling to D. E. Kline, head of the Louisville Veneer Mills, Louisville, Ky. Mr. Kline is the dean of the veneer industry and his willingness to serve and to give practically his entire time away from his business, is indicative of the earnest purpose inspiring the members of the committee.

It was decided that the committee will have headquarters in Chicago in offices connected with those of the Chicago Veneer Company. This will keep the committee work in active touch with Chairman Lord, who is president of the Chicago company.

At the same meeting H. E. Young, who is serving as secretary of the association was appointed to fill the vacancy caused by the election of A. E. Gorham to the presidency of the association. Prior to the election at the last meeting, Mr. Gorham had been, as noted, appointed as one of the committee members. The resolution providing for the committee, however, stated that the membership should be made up of the men named, and the president. Mr. Gorham, being elected president also, the vacancy was left which is filled very acceptably by Mr. Young.

Mr. Lord also is planning to give practically his entire time to the work of the association, the purpose of the whole movement being to keep in close touch with problems in Washington, and to act as a means through which the full resources and facilities of the veneer and panel industries may be turned in the most efficient and economical manner possible into channels of national service during the war emergency.

The reason for placing headquarters at a central point near source of supply rather than at Washington, was that there is so much confusion and congestion in Washington that accomplishment would not result in so satisfactory a manner as were the headquarters of the committee near the source of supply. There is, however, representation at Washington at this time, H. A. Webster, a member of the Chicago Veneer Company, and well in touch with war needs, having been in Washington for the past few weeks. He is serving in an unofficial capacity.

It is expected that Mr. Webster will be of material assistance to the committee in its future work, and the committee officials are planning on making frequent trips to Washington, as such trips are considered necessary.

Hitting the Sawdust Trail

The conference of the loggers, manufacturers and operators in this section on Friday, November 30, was an interesting meeting. It brought out the fact that the day has gone by for applying to the railroads themselves expecting to get equipment to keep the mills running. A committee was appointed to spend enough time in Washington to reach such boards as are interested in getting enough cars to move at least sixty per cent of the timber and lumber produced in the Mississippi valley. The meeting was under the auspices of the Southern Hardwood Traffic Association, Jas. B. Stark, president; J. H. Townshend, secretary; and W. A. Ransom, chairman of the logging association, and these associations authorized a committee of eleven to work with Secretary Townshend at Washington reaching boards that would have influence on the government railroad committee for relief, not only on government shipments but on fifty per cent of the lumber in this section which goes into box material, each one of whom are suffering because they cannot get cars and employes enough to get their logs to the mill, and not over sixty per cent enough cars to ship lumber out. It is true there is a little leaven in the dough for a government requisition generally digs up a car, but the trouble is there is not enough of them. Government orders are getting attention but unless permanent relief can be assured during the spring months when cars are always scarce in this section, the consumers of box lumber and cooperage will be high and dry for more material. Every stone must be turned at Washington to make the government officials realize also that while they move heaven and earth to get men in the conflict in Europe and supplies to support them, if they embarrass the various industries who are profit producers, the government will find it pretty hard to collect from concerns which ordinarily are profit makers, and thus the possibilities for getting together eighteen to twenty billion dollars a year will be hampered. The old adage you cannot eat a cake and have it at the same time also applies in commercial life, if committees in charge at Washington will insist on giving war materials and food products all the cars. In other words, the plain citizen, the official and the soldier must co-operate to support the government's requirements, and while there is a desire to make a special effort to this end, wherever one goes there is still plenty of opportunity to help.

The demand for thick lumber still keeps up. Three and four-inch hickory sold for a higher price than ever in its history. Thick timber is in good demand, and ash is still the leader and no doubt will be higher because it is getting more scarce every day. There seems to be a buyer looking for it wherever you turn around. Thick oak is in good demand too. The only bright spot in oak is the price prevailing on railway materials—ties, planking, timbers, etc. Forty dollar ties at Indiana points is something like the real price. Of course this is for a square tie, but if you were to put a cost sheet on it you will find that the valuation is perfectly relative and much lower than similar materials can be bought for in other lines, and one reason that people are criticizing some values of lumber is because they do not compare it with steel and other materials which are 100 per cent more than our price proportionately for the same amount of stuff. There is only one way to look at the oak situation and that is to sum up the costs. I heard a discussion the other morning, and a dealer said, "Why are ties selling for forty dollars? I can't understand why, neither can the purchasing agent." A well-known Kentucky manufacturer said: "I know why. Our logging account, without getting the increased price for stumpage costs $15 compared with $7.50 two or three years ago, and our manufacturing and yard and other expenses including overhead, stumpage, etc., put that up to about $29, and you can see where we land in the way of profit if we sell the stuff even as low as $37.50. We can't figure that we are getting over a ten per cent profit on the majority of stock that is sold." The trouble is, oak is selling too cheap. It is cheaper really than it was three years ago when the cost of putting it on the cars was very much less. It is the only wood that has not responded to the increased price necessary to absorb the increased cost and therefore in taking care of the new demand for oak that seems to spring up, both in veneers and lumber, a relative price should be used, not the present one, but one that is relative and more substantial, and if you bill your sales values on that basis, you will sell just as much lumber and you won't have to borrow from the gum account to take care of the oak business.

The Kraetzer-Cured Lumber Company has its general office in the Bank of Commerce building, presided over regularly by Sales Manager James Dulweber. Ben Dulweber, general manager of this company, spends most of his time at the mills at Moorhead. B. F. was talking the other day about the darkies during the Liberty loan campaign, and how they encouraged each man to strive for one or more bonds, and then taking the amount out of their weekly wage. He says it is surprising how interested the darkies were, and how well they supported this movement for government finances. The company is well supplied with orders and the mill is running full time.

H. H. Alexander of Alexander Bros., who have a mill at Belzoni, Miss., stated while in Memphis recently that the new mill would be completed shortly. This mill is equipped with a twelve-foot band and will probably have a resaw back of it. It will be modern in every particular, and will probably be running by the first of the year. This means pretty quick work as they only lost the old mill by fire in October last. They have a fair stock of lumber on hand, and plenty of logs on the right of way.

Frank Fee of the Fee-Crayton Hardwood Lumber Company, Little Rock, Ark., was very enthusiastic about the future of thick lumber, especially ash, hickory and oak. They are running full time, and have some good orders booked, but like every body else they have trouble in getting cars.

It looks like that I. W. W. bunch of hellions is trying to make its way back to the Southwest. One was recently discovered in central Arkansas, and locked up. In his trunk were found blue prints of plants and enough nitroglycerine to blow them all up. It behooves every community to discover those kind of fellows, and if the government won't ride them on a rail out of town where they can't do any damage the citizenship of America ought to step in and hire a few strike-breaking bullies and lose a lot of these irresponsible guys who have no regard for God or man, and who are not worthy of citizenship. Therefore we hope the night riders of the Southland will take them to their bosom to such an extent that they lose their breath. It is up to every operator to keep his eye peeled for any disturbance, and for any influences about the plant that may be controlled by this element.

We believe in every man getting as good wages as possible. Some of our employers are a little careless about looking into the real needs of the occasion and discover malcontents in their organization. This is no time for rough stuff, because every workman, good or bad, is entitled to wages that will remunerate him for his efforts and give him a chance to live, but this I. W. W. crowd is beyond recall. They should be watched carefully, and every effort made to nip any of their schemes in the bud. This is a matter that should be given serious consideration.

I sat on a pile of logs with a veteran of eighty-four the other day, and his eye was just as clear, and his knowledge of trees and logs was as keen as ever. He remarked that "if we old fellows had appreciated the value of good timber and had initiative enough and money in the bank, we might now have much more of this world's goods than we have today. I took $100,000 out of this field and spent it in real estate, whereas had I just put it in good timberlands, my fortune would have been made. There is one piece of property over here that we have cut three times in less

than thirty years, and we cleaned up over 15,000,000 feet of lumber off of it, and now the land is worth fifty dollars an acre and it hasn't been cleared yet."

Selecting veneer logs is no easy task, and often the log buyer must spend a good deal of time in the log yard in order to secure enough figured timber to cut 20,000 to 40,000 feet of logs a day. Every figured log is a profitable possibility, but it should be recognized that in selecting such timber there is as much lottery about it as in buying a share in the Rio de Janeiro lottery, as even after a tree is cut you are not dead sure it is all right then. In the selection and putting on the market of high-grade veneers, no matter whether the wood is gum or oak or any other material, special care in getting the logs will not always prevent you from being thoroughly surprised at some defect cropping out that may be an expensive luxury. However, this business is growing rapidly and some of the best equipped plants in the South are being utilized to put this stock on the market, and the golden rule for success in an operation of this kind is everlasting watchfulness.

Fred Conn of the Bayou Land and Lumber Company, which has a large plant at Lindsay, Miss., in discussing the subject of car loading recently said they endeavored to get the maximum loading at all times, and he hoped the time would come when the railroads would have terminals, and cars and employes enough to take care of the country's needs.

C. A. Marsh of the Marsh & Truman Lumber Company, Chicago, spent several days in the Memphis territory. He reports plenty of business, but that it is necessary to put forth every effort to get delivery of stock. He states that Capt. Fletcher Marsh, who is in Uncle Sam's employ doing some special purchasing for the government, is having a busy time, but enjoys the work very much. Capt. Fletcher Marsh is an active young man, and no doubt will fill a big niche, because he is studious and digs into anything he has to do, and learns all about it.

It is a funny thing that we have to go through the same course of sprouts every year without learning any lesson from it. Shipping in transit of lumber if the market happens to be a little bit off or the demand not up as it should be for a few days is the curse of the industry. You can occasionally forgive a man when he has a paper to meet within thirty days and does not know how to get the money except by cutting the price, but I could never figure out how he can feel any assurance of getting the money when he lets loose of a car not knowing its destination, whether he will get a customer for it, or what he will get for it. If trade is a little slow, it is easy to understand how the buyer reasons that it is time for a reduced price. Either the manufacturers are scared, or the let-up in demand has made them anxious to move stock, and there is no chance to know how cheap it is going to sell. There is a lot of lumber sold each year by auctioneers, and they do more to "bust the market" than anyone else, and therefore why will a manufacturer continue to encourage the auctioneering off of his lumber in the big markets and thus add to his own grief?

The official family of the Chicago Mill & Lumber Company was well represented at the Helena operations this last month. Treasurer O'Connell, Manager Ed. Lang of the lumber department, and Secretary Chas. Wiedeman were all visiting their respective departments, and having a session with Manager Nelson of Helena and Vice-President Lang of Blytheville.

Among those included in Chicago visitors this past month was Mark Brown of Brown & Hackney, Inc., who was purchasing machinery and equipment for their new mill in Louisiana, where they will manufacture gum, ash, oak, and cypress. They have 6,000 acres of timberland back of Transylvania, and are building four miles of standard gauge railroad to reach same. The corporate name of this institution will be the Brown-Hackney Lumber Company, a Delaware corporation doing business in Louisiana. The officers of same will be: R. J. Hackney, president; M. H. Brown, vice-president and treasurer; J. C. Thompson, secretary. They will move their mill and operations from Mounds, Ark., where they have closed down, but still have about 2,000,000 feet in the yard.

R. H. Darnell, president of R. J. Darnell, Inc., always makes a trip or two North each month. This last time he was visiting customers trying to see how they are fixed for the new year's supply. He is enthusiastic about the 1918 demands, especially on particular stock.

E. H. D.

Memphis Anxious Over Logs

The end of the year is close at hand and the railroads have not begun furnishing relief to lumber manufacturers. The Valley Log Loading Company of Memphis has stated, through its president, John W. Dickson, that it had loaded only 350 cars of logs this month for mills at Memphis and elsewhere on the Yazoo & Mississippi Valley line of the Illinois Central system, as against normal loading of 1,000 cars for the same period. This means that this company is securing about 33 per cent of the number of cars it ought to be receiving and the showing on the Yazoo & Mississippi Valley line is a great deal better than that on the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, on which this firm operates, and on any other road running into Memphis. Bad weather has handicapped the company slightly in loading on the upper end of the Yazoo & Mississippi line, but three out of four of its loaders are working where there has been no snow, with the result that the shortage in loading is directly traceable to the lack of cars.

And, because of the lack of logs, hardwood production at Memphis and throughout the Memphis territory is only a fractional part of what it should be. The unprecedentedly heavy snow and extreme temperature prevailing for the past ten days have proven a serious handicap to lumber manufacturers, but the greatest with which they are having to contend is the lack of logs, directly traceable to the lack of cars. Everything considered, it is probably not overshooting the mark to say that for the past fortnight the amount of lumber manufactured in this part of the country has been the smallest for the corresponding period for more than ten years. Many of the mills did not operate at all last week and part of them are closed down now.

And yet it is stated on the authority of officials of the Valley Log Loading Company that there are 25,000,000 to 30,000,000 feet of timber awaiting transportation to Memphis from the delta alone and that there are 1,500,000 feet between the yards of the Illinois Central system at Nonconnah, just south of the city, and Lake View, Miss., which will be subject to overflow this spring in the event of as high water as was experienced last year. Some firms have 1,000 to 2,000 cars of logs ready for delivery to their mills and no cars on which to move them. And all the pressure being brought to bear on the railroads is bringing no measure of relief.

Officials of the Southern Hardwood Traffic Association say that the railroads are not furnishing anything like 50 per cent of the requirements of the lumbermen in the way of cars for handling outbound shipments. And they report that, in the case of the Missouri Pacific system, lumbermen are being shut out altogether in the matter of box cars on the claim that, after priority shipments are taken care of, there are no box cars left. This road is furnishing box cars where government orders are concerned, but it is refusing box cars to lumbermen unless they have such orders. The association believes that the Missouri Pacific system is exceeding its authority in placing this construction on priority orders and it is making an effort now to bring about a recession from the position taken. But all the roads are short on equipment to such an extent that they are in no shape to meet the requirements of the lumbermen except in a most restricted way.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, arrived in Washington December 20 to take part in the hearing before the Interstate Commerce Commission in the case involving higher rates and change of weights on lumber shipments to Pacific coast points. The association has already gone on record with a strong protest against the changes contemplated by the carriers.

The Mail Bag

B1156—Wants Basswood Veneers

New Woodstock, N. Y., December 10. Editor HARDWOOD RECORD: We are in the market for a carload or ¼ inch basswood veneer or a less quantity, and were advised by a traveling man for a lumber company that you might help us to locate some manufacturers of this material.

We could use it in widths of from 5 inches up and lengths from 10 inches up. This could be saved from veneer waste.

B-1157—Aprons Go Up to Twenty Cents

E. C. Atkins & Co., the silver steel saw people of Indianapolis, request HARDWOOD RECORD to publish the following letter which explains itself:

For years E. C. Atkins & Co. has been furnishing heavy canvas nail aprons to carpenters and mechanics for ten cents. Recent advances on the cost of these, necessitates our increasing our price to twenty cents apiece to pay for them. Kindly assist us in informing the general public through your publicity columns of this inasmuch as requests still pour in for aprons at the old price.

B-1158—Who Pays the Tax?

HARDWOOD RECORD is in receipt of the following communication from a prominent purchaser of lumber:

Chicago, Ill., December 19.—Editor HARDWOOD RECORD: Could you inform us regarding the following: We buy several cars of lumber at a stated price f. o. b. team track Chicago (you will understand this is not sold f. o. b. mill with freight allowed) freight bill is rendered with 3 per cent war tax. When we remit for car the shipper objects to deducting the war tax. Please let us know who you consider should stand this, and oblige.

HARDWOOD RECORD believes that in this case the shipper should stand the tax. The lumber was sold for a certain specified price delivered at Chicago, and this price being agreed upon and there being no specific agreement that the purchaser should in this case pay the tax, it seems that the transaction so far as the terms are concerned, is closed with the acceptance on the above described terms.—EDITOR.

B-1159—Wants to Buy Quarter-Inch Maple

Brookline, Mass., December 18. Editor HARDWOOD RECORD: My people are in the market for ¼" maple firsts and seconds and a little common, width 13" and up, length 12' and longer. Could you tell us who would be in position to get this out?

Anyone wishing to figure on this stock can have the name and address on application to HARDWOOD RECORD.—EDITOR.

B-1160—Has White Oak

Buffalo, N. Y., December 19. Editor HARDWOOD RECORD: We have accumulated at our Buffalo, N. Y., plant a large quantity of clear white oak pieces 5/8" to 1" thick x 2" and wider and running from 1' to 3' long, from working up kiln-dried lumber, and this stock should give good satisfaction where oak in small sizes is required. We will sell this oak very cheap and would like to get in touch with someone who can use it.

Clubs and Associations

Memphians Form Co-operative Body to Handle War Orders

Following a suggestion made at the meeting of the directors of the Gum Lumber Manufacturers' Association at Memphis, at which John M. Pritchard was lent to the Southern Hardwood Emergency Bureau, that the lumbermen of Memphis and the valley territory form an organization to co-operate with the bureau in seeing that the requirements of the government in the way of hardwood lumber are met promptly, about thirty manufacturers at Memphis held a meeting at the Tennessee Club last week during which the following committee was appointed to perfect plans looking to such co-operation:

John W. McClure, Belgrade Lumber Company, chairman; S. M. Nickey, Green River Lumber Company; James E. Stark, James E. Stark & Co., Inc.; Rudolph Sondheimer, E. Sondheimer Company, and B. F. Dulweber, Kraetzer Cured Lumber Company.

This committee, together with the lumbermen in this territory who are interested, will hold meetings every Tuesday at which luncheon will be served and at which plans will be discussed looking to the co-operation they desire to proffer.

The second meeting was held at the Hotel Gayoso, December 18, but nothing was given out for publication. Indeed, John McClure, chairman of the committee, expressed the view that publicity would defeat the very purpose the committee and the lumbermen are anxious to accomplish, with the result that there will be nothing further to give out in connection with these weekly meetings. They will be devoted wholly to discussing government orders and the best means of filling them, as well as all other essential phases thereof.

Want Precedence for Box Lumber Shipments

The board of governors of the Southern Hardwood Traffic Association, at the regular monthly meeting held at Memphis, December 18, decided to co-operate actively with the National Association of Box Manufacturers in securing preferential treatment, from a transportation standpoint, for lumber used in the manufacture of box shooks as well as for shooks themselves. It was pointed out that the box manufacturers do not receive their orders for shooks direct from the government and that they do not, therefore, know to what extent their output is used by the government. It was emphasized, in this connection, that the government is, indirectly, the largest buyer of wooden containers, including all sorts of standard packages, and that it is using these for handling ammunition and supplies for the soldiers in its armies and in the armies of its allies. It is therefore felt that, in view of the use to which these containers are put, there should be no delay whatever in manufacture or shipment—delay which can be prevented only by giving priority to shipments of both the raw material and the finished product.

The board also entered a vigorous protest against the proposed changes in tariffs covering lumber shipments from Memphis to Pacific coast points, changes involving higher rates and a revision of weights as constituted at present. Furthermore, it sent J. H. Townshend, secretary-manager of the association, to Washington December 18, to enter protest with the Interstate Commerce Commission before which body this case was heard last week.

Buyers Paying Freight Tax

The Northern Hemlock and Hardwood Manufacturers' Association recently sent out inquiries to all its members to learn what success they were having with buyers as to the three per cent war tax on shipments, it being generally understood that the buyer must bear that cost. Based on responses from forty-five members of the association it is apparent, says Secretary O. T. Swan, that almost without exception the buyers have been impressed with the necessity of their bearing the tax. In some cases definite measures were necessary to bring the attention of the buyer to the fact that he would be required to pay the tax and in still a fewer cases the buyer has not decided that he thinks it just to exact the three per cent from him and therefore the subject still requires adjustment. Most interesting of the letters received by Mr. Swan are those indicating what means have been taken to bring the subject to the attention of the buyer. In a majority of cases this is being done by means of a rubber stamp notice being made on all invoices, the wording of which varies in most cases but the purport of which in each case is about the same viz: "Buyer to assume freight bill tax." In some cases the tax matter is referred to in quotations where such are requested and then again several firms have taken the precaution of sending out form letters or statements to all customers.

Another subject of general interest to the lumber trade is the fact that the Northern Hemlock and Hardwood Manufacturers' Association has sent out a circular statement to all members enclosing a report of the national committee on terms of sale asking what the attitude of the member would be on the question of their adoption. A summary of replies indicates that nearly eighty per cent of the members of the association have stated they will put these terms into effect provided at least 75 per cent of the members of the association have indicated that they intend to use these terms and provided they are adopted by at least 75 per cent of the other lumber associations of the United States.

Wisconsin Firms Will Deck More Logs

The Central Wisconsin Loggers' Association, at a meeting held in Wausau, Wis., recently, decided that the best-known means to meet the situation brought on by the acute shortage of cars and the general congestion of freight traffic will be to deck logs on skidways at sidings to a much greater extent than in previous years and distribute deliveries to the mills over a longer period. The idea is to avoid curtailing the winter's cut and make ample provision for log supplies as the sawing season advances. Many new sidings will be built along the main and logging railroads, and skidways filled while sleighing is good. The logs can then be loaded at various times during the season, as cars become available. Formerly the dearth of sidings made it imperative to move the logs as rapidly as they were cut, which resulted in a "peak load" on railroad facilities at a time when all other interests were demanding similar accommodations.

Resolutions were adopted providing for the flying of the national colors at the members' logging camps, extending the best wishes of the association to the forestry regiments serving abroad, supporting the President in any measures he may deem necessary to accomplish the co-ordination of resources of men, money and material in the most efficient manner possible, pledging the unqualified co-operation and loyalty to the government and finally urging representatives in Congress to support the constitutional amendment for national prohibition.

Evansville Club Elects Officers

The Evansville (Ind.) Lumbermen's Club at its regular monthly meeting held Tuesday December 11, elected the following officers to serve the ensuing year:

PRESIDENT—George O. Worland, Evansville Veneer Company.
VICE PRESIDENT—Charles A. Wolflin, Wolflin West Side Lumber Company.
SECRETARY TREASURER—William S. Partington, Maley & Wertz.
DIRECTORS—Joseph W. Waltman, J. W. Waltman Lumber Company; Daniel Wertz, Maley & Wertz, and J. C. Greer, J. C. Greer Lumber Company.

President Worland has announced the following standing committees for the ensuing year:

MEMBERSHIP COMMITTEE—Charles A. Wolflin, chairman; Daniel Wertz and Henry Kolliker.
PUBLICITY AND RESOLUTIONS COMMITTEE—William B. Carlton, chairman; Joseph W. Waltman and John C. Keller.
RIVER AND RAIL COMMITTEE—William S. Partington, chairman; John C. Keller and Frank M. Cutsinger.
ENTERTAINMENT COMMITTEE—William S. Partington, chairman; Elmer D. Lubring and J. C. Greer.
COOPERATIVE COMMITTEE—Daniel Wertz, chairman; Anton Brucken and Louis Holtman.

Mr. Worland has served during the past year as president, and his re-election was a deserved compliment to him. He was the unanimous choice of the club for re-election. Mr. Partington, who has made a most efficient secretary and treasurer, was also re-elected. Mr. Partington was first elected to the position several months ago when Mertice E. Taylor resigned and severed his connection with the lumber industry.

McSweyn Heads Memphis Club

J. F. McSweyn of the Memphis Band Mill Company, known affectionately as the "grand old man of South Memphis," will preside over the Lumbermen's Club of Memphis during the ensuing year. He defeated Earl Palmer of the Ferguson & Palmer Company, Inc., in the race for the presidency of this organization at the annual election held at the Chamber of Commerce December 15. Other officers and directors elected at the same time are:

FIRST VICE-PRESIDENT—M. B. Cooper, Three States Lumber Company.
SECOND VICE-PRESIDENT—D. F. Heuer, A. N. Thompson Lumber Company.
SECRETARY-TREASURER—J. S. Williford, Bellgrade Lumber Company.
DIRECTORS—W. C. Bonner, J. H. Bonner & Sons, E. L. McLallen, Nickey Brothers, Inc., and Richard Petrus, Stimson Veneer & Lumber Company.

For the first time in the history of the club, the Red and Blue tickets elected exactly the same number of candidates, thus splitting honors 50—50.

The election was characterized by much enthusiasm. The campaign was warm, but it was conducted in the most friendly spirit, with the result that all members have been brought into closer touch with each other and are thus better prepared for the increased opportunities lying before the club.

Mr. McSweyn denied that he was anything of a speech-maker, but declared that he had a very warm heart and that his gratitude to his committee and to his many friends who voted for him was unbounded. He pledged his best efforts in behalf of the club and asserted that his administration would be a success because he was sure that he would receive the unqualified support of every member of the organization to that end.

Earl Palmer said he was glad his opponent had been elected because the latter deserved the compliment. He entertained the club for several minutes with stories full of humor but, speaking seriously, said: "I want to give the new administration all the support I can. And I hope that the club will take a brace on itself along civic lines. We ought to be a little more forward. We owe it to ourselves and to the city to do so. We have not been taking proper part in civic affairs. We have been rather too clannish. We have other obligations than those to each other, and we ought to make our influence in the community felt in a more positive and more powerful manner."

M. B. Cooper declared, after expressing his appreciation of the honor given him, that the club had a greater work than ever before it, because of war conditions, and expressed the hope that, in service and sacrifice, it would rise to both the occasion and the opportunity.

J. H. Hines, defeated for the first vice-presidency, showed that his interest in the club was not the least impaired. On the contrary, he believed in more aggressive tactics and more positive accomplishments along much the same lines as laid down by Mr. Palmer. "We, representing the lumber interests, stand among the largest institutions in this city and should do a much larger part than heretofore. We have probably not done ten per cent of what we could have done. Our opportunity, under war conditions, is greater than ever before, and I hope that the club will move forward with all the impetus at its command."

D. F. Heuer spoke very briefly, but his election brought a very interesting character to the platform. R. J. Hackney of Brown & Hackney, Inc., his opponent. Mr. Hackney declared that all the lumbermen he approached for votes displayed "brutal frankness" in telling him they could not do so. He also declared that Douglas Heuer had more fathers than any other man in Memphis, as the majority of the lumbermen claimed to have raised him. Mr. Hackney also asserted that those who, after being defeated, said they had enjoyed the race had a "very vague idea of fun."

W. C. Bonner promised that he would develop "some speed" in the race despite his abnormal size, and he said that his victory proved that he had lived up to his pre-campaign pledge.

Mr. Williford, who was nominated on both tickets, could not feign surprise over his election, but he was none the less happy on that account.

President Ralph May occupied the chair and called out the names of the successful candidates.

Before the votes were counted the floor was given to Dr. Lillian Johnson and Mrs. E. Sondheimer, who made a brief plea for contributions from the lumbermen in behalf of the Young Women's Christian Association, which will establish hostess houses at the cantonment and do other work in behalf of the soldiers. The lumbermen subscribed $400, and then a committee was appointed which agreed to underwrite $1,000 for the club. Before adjournment $250 more was obtained, so that only $350 remains to be secured. The lumbermen recently subscribed about $8,000 to the Y. M. C. A. war fund.

President May, on behalf of the members, presented Miss Florence Corrington, assistant secretary, with a purse of $120. She responded very briefly: "I thank all of you and love each one of you."

The newly elected officers will be installed at the first meeting in January. The retiring officers will make their annual reports at the same time.

The attendance was very large. Refreshments were served during the evening and a splendid band added to the pleasure of the occasion.

J. F. McSWEYN
Newly Elected President Memphis Lumbermen's Club

G. O. WORLAND
Re-elected President Evansville Lumbermen's Club

M. B. COOPER
First Vice-President Memphis Lumbermen's Club

Baltimore Exchange to Have Permanent Quarters

President Parker D. Dix of the Baltimore Lumber Exchange, has appointed the standing committees for the ensuing year as follows:

ARBITRATION and GRIEVANCE—Lewis Dill, Lewis Dill & Co., chairman; Theodore Mottu, Theodore Mottu & Co.; John L. Alcock, John L. Alcock & Co.; Henry D. Dreyer, Henry D. Dreyer & Co., and Ridgeway Merryman.

INSPECTION—Ridgeway Merryman, W. Hunter Edwards, B. W. Edwards & Sons; F. A. Aschenfeld, James Lumber Company.

MEMBERSHIP—Theodore Mottu, David M. Wolf, Canton Lumber Company, and John L. Alcock.

LEGISLATION AND TRANSPORTATION—John L. Alcock, chairman; Rufus K. Goodenow, Canton Box Company; Pembroke M. Womble, F. A. Aschenfeld and Lewis Dill.

HARDWOODS—Daniel MacLea, MacLea Lumber Company, chairman; John H. Zouck and John J. Kidd, Kidd & Buckingham Company.

HOUSE—Rufus K. Goodenow, chairman; Pembroke M. Womble and Lewis Dill.

In accordance with the recommendation contained in the president's annual address, that the exchange secure a permanent meeting place, where the members might assemble frequently and where matters affecting the lumber trade could always be discussed, a special committee was named to secure such headquarters.

Alluvial Association Loses Schoffelmayer

Through the appointment of Victor H. Schoffelmayer to the position of agricultural investigator and field editor of the Dallas *Farm News*, the Southern Alluvial Land Association, Memphis, loses its field secretary. Mr. Schoffelmayer will enter on his new duties January 1. He was an active force in the recent agricultural development and the colonization of the alluvial lands of eastern Arkansas, the Yazoo delta and eastern Louisiana. His recent booklet, "The Call of the Alluvial Empire," has had wide distribution in the East, West and North.

Mr. Schoffelmayer is familiar with Texas and the Southwest, having studied agricultural conditions there for several years while editor of the *Southwest Trail*, the official agricultural publication of the Rock Island Lines, Chicago. He was formerly associated in this work with H. M. Cottrell, now agriculturist of the Tri-State Farm Bureau at Memphis. Mr. Schoffelmayer will have full charge of his paper's agricultural activities in Texas and will write series of articles based upon close observation and intended to promote better farming and greater crop production.

Wisconsin Loggers Organize

A permanent organization of the Northeastern Wisconsin and Upper Peninsula Loggers' Association was perfected at a meeting held, Saturday, December 8, at Marinette, Wis., at which time the following officers were elected: President, John Gleason, Wis.; vice-president, Lewis Harmon, Wells, Mich.; secretary and treasurer, S. D. Switzer, Wabeno. Meetings will be held regularly, it being planned to confer next at Escanaba, Mich., in about two months. Membership is open to any manufacturer or jobber handling one or more millions of feet of log input a year. The main address of the meeting was delivered by E. J. Luther, representing the Wisconsin Council of Defense, who urged conservation of all resources and food, especially of meat and wheat. Accordingly the association voted to observe meatless and wheatless days in all of their camps. In the general discussion it was brought out that in Forest county the log input would be about twenty-five per cent greater than last year while in other districts a contrary condition would prevail and the amount of timber would be less than last year due almost entirely to the shortage of labor. As far as weather conditions are concerned it was stated that these could not be better.

St. Louis Exchange Elects Officers

The annual election of the Lumbermen's Exchange of St. Louis took place at the headquarters of the exchange, on December 4.

The result in the Hardwood Division (B) was as follows:

CHAIRMAN—E. H. Luehrmann, C. F. Luehrmann Hardwood Lumber Company.

VICE-CHAIRMAN—Frank Waldstein, Waldstein Lumber Company.

REPRESENTATIVE DIRECTOR—Thos. E. Powe, Thos. E. Powe Lumber Company.

FIRST VICE REPRESENTATIVE DIRECTOR—E. W. Wiese, Thomas & Proetz Lumber Company.

SECOND VICE REPRESENTATIVE DIRECTOR—W. P. Anderson, Gideon Anderson Lumber & Mercantile Company.

Division A, retailers, and Division C, yellow pine manufacturers, also elected their respective officers.

The arbitration and appeals committees, elected by the vote of members, was as follows:

ARBITRATION COMMITTEE—I. R. L. Wiles, chairman, O'Neil-Wiles Lumber Company, C. K. McClure, W. P. Anderson, A. R. Fathman, W. J. Yardley, A. E. Smart.

APPEALS COMMITTEE—F. C. Brewer, chairman, A. P. Brewer Lumber Company, Fred Moehlenbreck, Franz Waldstein, J. A. Meyer, P. R. Walsh, G. P. Hospes.

President Poe will call a meeting shortly, when the president for the coming year will be named.

Scrap of Big Timber History

All the big timbers in the world's history have not been produced on the Pacific coast in recent years. There is record of a stick of bridge timber used in repairing a bridge 1,900 years ago in Italy. The stick was two feet square and 120 feet long. It compares favorably with some of the Douglas fir big pieces. The Italian timber was described as fir, but it was the custom of that time to call all softwoods fir if they were not cedar. It was probably a pine log.

Trying to Advance Memphis-Pacific Rates

It is reported that the railroads are attempting an advance of 10 cents per hundred pounds on lumber rates from Memphis to Pacific coast points by cancelling the recently made tariff of 60 cents per hundred pounds on a minimum weight of 60,000 pounds. There is a rate of 70 cents on minimum weight of 40,000 pounds and this rate will prevail, without regard to how much more than 40,000 pounds each car may contain, thus making an advance of 10 cents per hundred pounds, provided the Interstate Commerce Commission approves.

The Southern Hardwood Traffic Association has been doing excellent work in enabling southern hardwood manufacturers to compete successfully with Japanese oak in the rich states along the Pacific coast and it succeeded in getting the 60-cent rate on 60,000 pounds. Since that time manufacturers of oak have been able to regain considerable Pacific coast business they had lost to the Japanese and they are opposing the proposed increase in rates principally because they will again lose this Pacific coast business. They cannot compete with the Japanese on the basis of the higher rates and this accounts for the intense opposition there is to the proposed increase.

Traffic Association to Elect Officers

The annual election of officers of the Southern Hardwood Traffic Association will be held in Memphis some time during the second week in January.

The board of governors at the meeting held at Memphis December 18 appointed the following nominating committee: Flats—O. M. Krebs, chairman; R. J. Hackney and S. C. Major. Boxes—George C. Ehemann, chairman; F. W. Dugan and H. H. Alexander.

It has been customary heretofore for these nominating committees to agree on the same gentlemen for the various offices and it is expected that this plan will be followed this year.

The annual election will take place one week before the annual meeting of this body, or about January 11. The annual meeting is scheduled for January 18.

With the Trade

John B. Ransom & Company Acquire Big Tract

A deal by which John B. Ransom & Co., Nashville, Tenn., have acquired the timber on the holdings of the Bon Air Coal & Iron Corporation was recently completed, according to announcement made from the offices of these two enterprising corporations. The deal involves all the timber on the land owned by the Bon Air Coal & Iron Corporation in Wayne, Perry, Lawrence, Lewis and Hickman counties, comprising in all some 82,000 acres, of which 45,000 acres are absolutely virgin timber.

This body of timber is probably the largest tract of virgin hardwoods of anything like the same quality and accessibility left in the United States. It is valued at several million dollars and is estimated to contain more than 150,000,000 feet of merchantable timber; over half a million cross-ties; thousands of cords of dye-wood and tan-bark, and many thousand telephone and telegraph poles, for which there is a very insistent demand. While these are the principal products, there are also numerous by-products, including a quarter of a million cords of fire wood.—This timber lies for the most part between Collinwood, Tenn., on the Tennessee Western railroad and Allen's Creek on the N. C. & St. L. Railway.

It is the plan of John B. Ransom & Co. to completely develop this big virgin forest, leaving it practically clear of forest growth and ready for agricultural development, to which the land is admirably adapted, as is evidenced by farms which at numerous places now adjoin this tract, and on which even by the methods now employed excellent crops are raised. Most of this vast tract is also ore-bearing and leaves the Bon Air Coal & Iron Corporation with its iron ore and phosphate lands intact, on which the large developments it now has under way may be continued indefinitely.

The timber acquired by John B. Ransom & Co. consists largely of white oak, poplar and hickory, woods in the manufacture and sale of which this company specializes. The acquisition of this timber is a distinct compliment to Nashville enterprise.

The sale was made after several of the largest lumber consuming corporations in the country had negotiated for the purchase of this timber. Through its two box factories, planing mill and subsidiary flooring and furniture factories, John B. Ransom & Co., already have a market in Nashville for some fifty per cent of the yearly output of the new development.

A Nashville man, Cecil Ewing, formerly for eight years managing editor of the *Southern Lumberman* of this city, and later for a short while connected with the Broadway National bank, is general manager of this new development for John B. Ransom & Co., and has actively assumed his duties with headquarters for the present at Collinwood, Tenn.

Several large sawmills will be put in operation in the timber at once, and the most up-to-date and scientific methods of logging and manufacture will be employed throughout the entire operation, which will require ten or twelve years to complete.

Illustrating Nickey Bros., Inc., Memphis

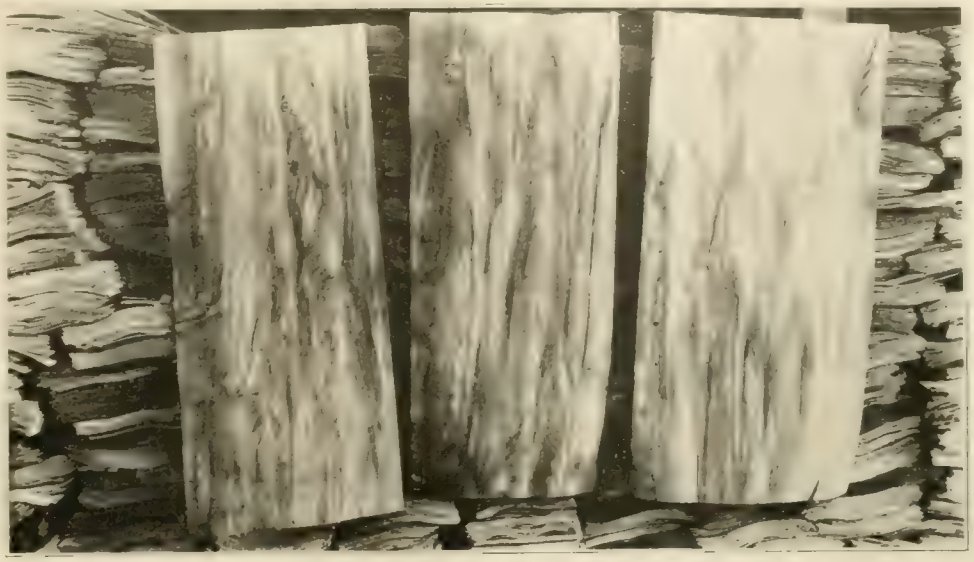
TOP—SOME HIGHLY FIGURED WHITE OAK FLITCHES; CENTER—SHOWING THE LIGHTED AND VENTILATED WAREHOUSE; BOTTOM—SAW AND VENEER MILLS AND LOG YARD

Modern Hardwood Operations

Nickey Brothers, Inc., Memphis, Tenn.

The plant of Nickey Brothers Inc. at Ridgeland, a suburb of Memphis, Tenn., covers fifteen acres, produces 30,000,000 feet of sawed and sliced veneers annually, and about 15,000,000 feet of hardwood lumber, the latter being principally oak from regions producing as fine oak timber as grows in the South or anywhere else. The veneers come from a number of woods, all of exceptional value, the principal species being oak, gum, walnut, ash, poplar, and holly.

The popular saying that "the better the land, the better the timber" holds true in this case. The timberlands of the Nickey Brothers, Inc., are situated in southern Arkansas, and from there come practically all the logs which go through their mill. The reputation of the timber is high, and the excellent manner of manufacture increases the reputation of the products. The owners are justly enthusiastic over the prospects which the future holds in store for gum veneers in general and for theirs in particular. The rich figure brought out by manufacturing their gum is phenomenal, and present popularity is bound to increase, for their lands grow only the highest grades of timber. Expensive pianos and the best class of furniture are made from the gum veneers produced by their mill at Memphis; and these veneers hold their own in competition with some of the more costly hardwoods imported from other countries.



CAN YOU BEAT THIS FIGURED GUM?

A SMALL PART OF THE STORE ROOM—THIS STOCK OF PLAIN AND FIGURED GUM AND OAK VENEERS IS COMPLETE.

The success which has attended the Nickey Brothers' products in the markets has not been due to accident, nor is it wholly due to the superior class of timber which they use. Much of the success is the logical result of careful and intelligent manufacturing at the mill. It is possible to spoil the best wood by bad workmanship at the mill; but that does not happen at the Nickey Brothers' plant. They are well organized, have competent management, good machinery, and efficient labor, and these are bound to produce satisfactory results in the conversion of good raw material.

Nickey Bros., Inc., are capitalized at $200,000, with S. M. Nickey, president; W. E. Nickey, vice-president; E. L. McLallan, Jr., secretary-treasurer, and R. O. Martin, manager. Mr. McLallen has supervision of the plant, and Mr. Martin is in charge of the office and sales, while the general supervision of operations is in the hands of the president and vice-president. The active managers are young men with plenty of push and enthusiasm as well as possessors of thorough knowledge of timber and the production of merchantable forest products in their line.

The plant at Memphis is equipped with the best machinery to be had. Nothing is slighted for want of equipment, and the excellent condition of machines and apparatus may be noted in a casual inspection of the plant.

The office creates an excellent impression, as all offices should, for it is here that the visitor is introduced to the plant. The new modern office of Nickey Brothers, Inc., which is in proximity to their plant, gives a good idea of the class of products manufactured within the walls. The outside finish is stucco, while the interior displays many kinds of veneers manufactured on the premises. Quartered oak railings divide the main office into compartments, and to the right are three private offices, each 12 by 14 feet. The first is Mr. Martin's office and is finished in figured red gum, natural, and displays this fine wood to good advantage. The second office is Mr. McLallen's, and its finish is American walnut; while the third is occupied by S. B. Speight, traffic manager. The finish here is plain gum. The directors' office and guest room is finished in fumed quartered white oak with raised panels, and at the east end of the room an artistic fireplace adds to the pleasing effect.

There is likewise a sun parlor and lunch room for the office employes, of whom there are always a dozen or more. The men's lavatory is finished in white enamel, and the women's rest room in what is called waxed walnut gum. All the veneers used in this fine finishing were manufactured in the plant.

The excellent taste shown in the office finish has received many favorable comments, and visitors to Memphis and others in any way interested in veneers are well paid by a visit to the offices of the Nickey plant, as it is a practical exhibition of the veneers employed for interior finish, and it likewise bespeaks up-to-date ideas in the arrangement and construction of a modern business office.

The company employs from 175 to 200 persons; its principal wareroom is 132 feet wide and 164 long; and one of the show-objects of the plant is the 216 inch knife at work turning out sheets of veneer.

In a measure it might be said that the success attending the business of Nickey Brothers, Inc., is due to the fact that its principals are men who have been unusually successful in developing other organizations having to do with the manufacture of hardwood lumber. In addition to the direct value of their own experience they have that very essential business qualification—the ability to pick for their associates men who are capable of living up to the high standards set by the older men. The Nickeys, who also operate the Green River Lumber Company at Memphis, are products of the Indiana hardwood field in which they operated with marked success in years gone by.

Old St. Louis Firms Liquidates

The C. F. Luebke Hardwood Mill & Lumber Company, which is one of the oldest lumber concerns in the country and which, since the death of C. F. Luebke the president and founder, several years ago, has been operated by the three sons of that gentleman, Frank J., Paul V. and Joseph Luebke is in course of liquidation.

Having formed a new company, the Luebke Lumber Company, incorporated under the Missouri laws with a capital of $100,000, the three brothers decided to discontinue the old company, hence its liquidation. The new company will have a mill at Plaquemine, La., which will manufacture ash and cypress lumber for distribution through their office in St. Louis.

Pertinent Information

Foreign Business Opportunity

The daily commerce report for December 14 sent out from the Bureau of Foreign and Domestic Commerce, Washington, makes notation of a man in France who wishes to be placed in communication with American manufacturers and exporters of strong, light, woods for veneering. Those who wish to take this matter up with the bureau in Washington should refer to it as No. 26065.

Poor Market for Ginseng

Lumbermen should not leave off their log cutting to dig ginseng this year, for the bottom has dropped out of the Chinese market. Latest reports show that sales of the root have been made at less than half former prices. Disturbed conditions in China are assigned as the cause of the slump. The market is in that country, but the principal supply comes from the hardwood region of the United States.

Meeting the Dye Demand

When the war cut off the importation of dyes from Germany, the people of the United States went to work in earnest to develop the dye industry here. We had raw materials in the form of bark, roots, and vegetables of many kinds, and also plenty of material for coal tar dyes. The latest figures show that our dye manufacturers have solved the problem and are now supplying all the dyes our people need. The manufacture of dyes should not be allowed to depart from the United States after the war.

Only Patriots Need Apply

The Minneapolis *Journal* says that the local hardwood dealers of that city are on record as refusing to support any man for public office who has not a clean record for loyalty to the cause of America in the war. Resolutions adopted at the annual meeting of the Northwestern Hardwood Lumbermen's Association recently, tendered the earnest support of its members to the government in every way, and promised that they would help to suppress disloyalty in any form. The members resolved further, "that in the selection for office of any public servant, be it national, state, county, city or school, we pledge ourselves to support only such officers as are loyal to the government and obey the laws of our land." The resolutions further deprecated labor controversies at this time.

Big Spruce Shipments from Baltimore

The outstanding feature of the report of exports of lumber for November is the heavy shipment of spruce that has been going through this port. The quantity was not less than 2,958,000 feet, which is far in excess of even the heaviest previous months, and constitutes a record that may stand a long time. This movement made up virtually the entire volume of the foreign business, other items being small, though manufacturers of hardwoods, such as implement handles and "other manufactures of wood," figure in the exhibit to a degree that suggests prospects of a material expansion in such forwardings. Oak also commanded a degree of attention that is calculated to revive expectations of a return to former conditions of supply, and indicates that the assortments on the other side must have become greatly depleted, to insure so large a movement, as compared with some other months, when oak did not figure in the list at all.

Timber Sales on National Forests Doubled in Last Year

Sales of national forest timber in the fiscal year 1917 were more than double those of 1916, according to the annual report of the forester. The total amount sold exceeded 2,000,000,000 feet and is valued at more than $3,715,000. During the same period about 727,000,000 feet were cut and removed, for which the purchasers paid $1,507,303 into the federal treasury. The largest sales were made in Oregon, where about 688,000,000 board feet were disposed of.

In addition to the timber sold, approximately 113,000,000 board feet, valued at almost $150,000, was cut under free use permit by more than 41,000 settlers living near the national forests and depending on the forests for firewood and building material to improve their homesteads.

The timber business on the eastern purchase areas, while still small as compared with the western forests, showed a decided increase, the report states. More than three times as much timber was sold and more than twice as much cut as in 1916. The material disposed of, it is pointed out, is largely of poor quality and its removal will improve the forest growth.

Interstate Commerce Commission Matters

The Interstate Commerce Commission has set the lumber reclassification case for argument before it in Washington, January 18.

Fifteenth Section Application No. 417 has, by direction of the commission, been consolidated with I. & S. Docket 1148 and Docket 9925, which were assigned for hearing before Examiner Bell on December 20. This application was filed on behalf of the Atlantic Coast Line Railroad and others, and covers a proposed revision of rates on lumber and other forest products from Carolina and Virginia points to central freight association and other territories, generally to re-establish pre-existing sixth-class relationship disturbed by class rate increases authorized in the commission's order in case No. 57 (ex-parte), also cancellation of certain proportional rates from the Virginia gateways to Buffalo, Pittsburgh, etc., via the Chesapeake & Ohio and Norfolk & Western railways, further necessity for such rates proposed to be obviated by above-mentioned revision.

The commission has awarded reparation of $381.50 to the Himmelberger-Harrison Lumber Company in its complaint against the Iron Mountain railway on account of unreasonable rates on 41 carloads of rough hardwood lumber shipped from Okalona, Okla., to Morehouse, Mo., there unloaded, sorted, squared and stacked in transit and reshipped to St. Louis and other destinations.

Hardwood and cypress lumber shipped from the South to Sioux City, Ia., should get better treatment from the railroads as a result of the Interstate Commerce Commission's decision in the complaint of the traffic bureau of the Sioux City Commercial Club against the Alexandria & Western Railway Company et al.

The commission holds that "rates on lumber and other forest products, other than yellow pine, from points in Missouri, Oklahoma, Arkansas, Texas, Louisiana, Tennessee, Mississippi and Alabama to Sioux City are found to be unduly prejudicial to the extent that they exceed by more than 2 cents per 100 pounds the rates contemporaneously maintained from the same points of origin to Omaha, Neb."

Complainants contended that in no instance should the rate to Sioux City exceed the rate to Omaha by more than 2 cents and that from the furthest southern producing points the spread should be one cent. The differences complained of in some cases amounted to 7½ cents.

The commission's order in this case to carry out the decision indicated above is to be effective February 15 and for two years thereafter.

Judge Lovett, the priority dictator, has issued another order to the railroads of the country under the priority shipment law, which is broader than his former orders for priority handling of freight.

The commission has received the following additional applications for approval of carriers' tariff, proposing practically rate increases on lumber, etc.

G. W. Caldwell, chairman, Fourth Section Traffic Committee of Southern Commissioners, revision of rates on furniture and furniture material and many other things.

2293—Boston & Maine R. R.—Cancellation of the arrangement for loading lumber, shingles, lath and other carload freight at Boston Mass., published in item 16 of tariff I. C. C. No. A-1783; non-application of the arrangement provided in same item and tariff involving hay and straw in connection with other than reloading by carrier from hay sheds.

287—Maine Central R. R. Co.—Increase in c. l. minimum weight in connection with the rates on lumber from East Hereford, P. Q., to Montreal, P. Q., published in tariff I. C. C. No. C-2337.

1993—(Revised) E. B. Boyd, Agent.—Amending application posted December 1, 1917, to increase c. l. minimum weight on lumber and other forest products as shown in I. C. C. No. A-638 (W. T. L. Circular No. 1-M) to 40,000 pounds, by excepting shingles, sash, doors and blinds; cedar posts, poles and piling, tan bark and shingle tow, continuing present minimum on these articles.

2175—Chicago, St. Paul, Minneapolis & Omaha Ry.—Cancellation of the rate on rough stakes, C. L., from Hughey to Stanley, Wis., published in tariff I. C. C. No. 4024 (GFD No. 2400-B), combination rates thereafter to apply.

2176—Chicago, St. Paul, Minneapolis & Omaha Ry.—Increases from 9½ to 10 cents per 100 pounds in the tie carload rates from Ashfield and Bayfield, to Greenwood or Owen, Wis., published in tariff I. C. C. No. 4024 (GFD No. 2400B).

2177—Chicago, St. Paul, Minneapolis & Omaha Ry.—Cancellation of commodity rate on steel tanks, K. D., and wooden tanks or vats, S. U., from Ashland to Barksdale, Wis., published in tariff I. C. C. No. 4054 (GFD 4500) class rates thereafter to apply.

428—Nashville, Cattanooga & St. Louis Ry.—Increases in rates on lumber and other forest products from Nashville, Chattanooga & St. Louis Ry., Western & Atlantic R. R., Birmingham & Northwestern Ry. and Rome & Northern R. R. stations to certain points north and west of Ohio and Mississippi Rivers, published in tariff I. C. C. No. 2206-A (Northern and Western Lumber Tariff No. 3).

[illegible] L. F. Gardner, Agent.—Increases of 1 cent per 100 pounds in lumber rates from A. T. & N. Ry. stations, Fairford, Ala., to Millry, Ala., inclusive, to Ohio and Mississippi River crossings, published in tariff I. C. C. No. A-95 (West Bound Lumber Tariff No. 2).

260—New Orleans, Texas & Mexico Ry.—Increases ranging from .2 cents to 2 cents per 100 pounds in lumber rates from certain points in Louisiana to points in C. F. A. and Buffalo-Pittsburgh Territory, published in tariff I. C. C. No. A-233 (Tariff No. 1000 A).

2229—Munising, Marquette & Southeastern Ry.—Increase from $1 to $4 per car in the switching charge between the Duluth, South Shore & Atlantic Ry. transfer and the plants of the Consolidated Fuel & Lumber Company, the Lake Shore Engine Works and the E. J. Longyear Company at Marquette, Mich., published in M. M. & S. E. Ry. I. C. C. No. 41.

401—The Delaware, Lackawanna & Western R. R. Co.—Cancellation of rates on lumber and other forest products from Solon, East Freetown, White's Mills, Gee Brook and Cincinnatus, N. Y., to Lehigh Valley R. R. stations, Auburn, Berkshire, Groton, McLean, Richford, East Ithaca and Breesport, N. Y., published in tariff I. C. C. No. 11970.

304—The Delaware, Lackawanna & Western R. R. Co.—Increase of 32 cents per ton of 2,000 pounds in lumber rates from Heart Lake Tiffany and Montrose, Pa., to certain stations on the Central R. R. of New Jersey, published in tariff I. C. C. No. 13341.

Log Rafts to Cross the Atlantic

Not much is being said about it, but a log raft that will saw 1,250,000 feet of lumber is about to start from an Atlantic port to cross to Europe. There is nothing phenomenal in the size of the raft, nor is there much doubt that it will safely cross the ocean. Larger rafts have made long voyages on the Pacific ocean, and the Atlantic presents no greater difficulties. The towing of such rafts will lessen the demand for ships. The cost of the cables and other appliances used in the construction of the raft is $50,000. All the steel material can be used again and again. The rafts cannot be destroyed by submarines.

Building Permits for November

Building construction for November was in a big volume, perhaps less than one-half that for November, 1916. In estimated value, the building permits issued during the month in 114 principal cities of the country decreased 40 per cent. Making allowance for the higher costs of construction this year, the actual shrinkage is probably in excess of 50 per cent. The official figures on permits issued in these 114 cities as received by the *American Contractor*, Chicago, total $43,501,082 as compared with $72,097,683 for November last year. In 42 of the 114 cities there are comparative gains.

Perhaps the most serious phase of this unfavorable showing is that present construction is not keeping up with requirements. In ordinary times building in many centers may be just a little ahead of current demand, but as a general rule the law of supply and demand applies. That law of supply and demand is now suspended by the abnormal business conditions, so that, generally speaking, the current construction work is far behind the actual necessities. This is clearly shown by the permits in cities, where there is a severe famine in houses. At Washington, for example, where there is great scarcity of houses, the building permits issued in November fell slightly below those of a year previous. And in Philadelphia, Newark, N. J., Bridgeport, Conn., and scores of other cities, where houses are greatly needed, a blight has fallen upon new construction. This shows that housing conditions are rapidly tending to become worse and that one of the vital American questions will soon be—how can the construction of a sufficient number of houses be brought about?

The total number of buildings for which permits were issued in 114 cities in November was 16,128, as compared with 23,456 for November, last year.

Statistics on Wood Exports

During September last, the total value of forest products exported from the United States to all countries was $5,776,323. For the corresponding month in 1916 the value was $5,679,642, showing a slight gain in the exports of this year over those of last, based on September figures. For the nine months ending with September, the value of exports was as follows: 1917, $47,585,107; 1916, $40,315,996; 1915, $40,333,291. The gradual increase during the corresponding periods in three years is due more to advance in value than increase in quantity.

Misunderstanding Regrading New Buildings

Reports have reached headquarters in many parts of the country that the Chamber of Commerce of the United States advocates the suspension of dwelling-house building during the course of the war, and that a bulletin containing that advice has been widely distributed. It appears that the matter has been misunderstood, as shown in the following extract from a letter written to a lumber company in Wisconsin by Secretary Goodwin of the national chamber:

> We have not urged any one to discontinue building during the continuance of the war. This [by the statement to which you refer] originated in misinterpretation of War Bulletin No. 26 issued by our committee on co-operation with the Council of National Defense. Our committee was merely pursuing the stated purpose of getting before our members authoritatively the position it found in official quarters. The reference of the committee was to new enterprises of any kind. A test as to the advisability of new enterprises had been suggested by the Council of National Defense. The importance of applying this test was emphasized by our committee. We assume that no thoughtful business man differs regarding the advisability of the use of the test in question.
>
> It is our hope that the government will not find it necessary to state that any article or any activity is unessential in a time of war. After many conferences with officials we feel confident that we can say there is not in contemplation any such list of non-essential articles or industries as has been mentioned in frequent rumors. Responsible officials now apparently plan to make decisions about the preference of one industry, or one article, over another, only when there is a shortage of materials, etc. When the shortage is past even the article or industry of least preference will thus be in a position to obtain its supplies and continue.

Pushing Foreign Trade

A year ago the Bureau of Foreign and Domestic Commerce, Washington, D. C., had thirteen special agents traveling in foreign countries for the purpose of studying the markets and looking out for opportunities for expanding American business. Today that force has been doubled. This expansion gives a hint of the value placed on our foreign commerce, not only during the war, but afterward. We are looking for all possible opportunities to push our commerce, and the foundation is being laid who can say to what extent. Nothing daunts it will be a mighty busy time after the war ends, provided it ends in victory for the United States, which is the only conclusion to which the business men of this country look forward. The trade agent's work can be made particularly effective at this time. A thorough survey of the whole business world will enable our traders to take quick advantage of every opportunity.

Women to Plant Forest Trees

Women are ready to do their share in growing the nation's timber. Extensive preparations are being made to plant millions of forest trees which must be planted this year or they will be a total loss, and there are no foresters to oversee the work. Special training and instructions are being given women to fit them to undertake this work for landowners who have ground ready for planting.

Tariff Commission's Report

The United States Tariff Commission, which was organized for work April 1, 1917, has just submitted to Congress its first annual report. The commission is charged with the investigation of the administration and the fiscal and industrial effects of the customs laws of this country, including their relation not only to the Federal revenue but to the industries of the country. It has power, further, to investigate commercial treaties, preferential agreements and economic alliances, and the conditions and causes affecting the competition of foreign industries with those of the United States. During the short time the commission has been at work it has not had opportunity to do much more than look the field over and see in what quarter constructive work can be done. Particular study is being given to the subject of trade after the war. Complicated problems will have to be worked out in order that the United States may hold its old ground and gain new.

Hardwood News Notes

MISCELLANEOUS

The Southern Car Company, High Point, N. C., has filed a voluntary petition in bankruptcy.

Fire loses are reported as having suffered by the M. R. Flooring Company, the Manhattan Woodworking Company and the New York Carved Moulding Company, all located in New York City.

J. L. Johns has sold his interest in the Plumbers Woodwork Company of Algoma, Wis.

The Henderson Wagon Works is closing out its business at Henderson, Ky.

The Dymond Colonial Company, Ltd., Strathroy, Ont., has been succeeded by the Middlesex Furniture Company, Ltd., an incorporated concern.

The Thomas E. Coale Lumber Company, Philadelphia, Pa., has re-incorporated under Pennsylvania laws, its capital being $100,000.

The Elk Furniture Company is settling with its creditors at sixty per cent, and the Peacock Furniture Company, both of Lexington, N. C., offering its creditors a fifty per cent settlement.

An increase in capital stock to $200,000 has been effected by the Empire Chair Company, Johnson City, Tenn.

With a $50,000 capital, the Maple Ridge Manufacturing Company has incorporated at Rock, Mich.

The Grand Wood Turning Company, located in New York City, has incorporated at $5,000.

At St. Louis, Mo., the Western Veneer Products Company and the R. N. Collins Vehicle Woodwork Company has been incorporated, the former with a capital of $100,000 and the latter $150,000.

CHICAGO

The South Side Stair Company, Chicago, has filed an involuntary petition in bankruptcy.

The American Casket & Manufacturing Company has filed articles of incorporation to engage in business in Chicago with a capital of $100,000. The incorporators are: Anton Kulesza, Leonard Rutkowski, Theodore Giese and Stanley Slezynski.

One of the important local gatherings during the past ten days was the first meeting of the War Service Committee of the National Veneer & Panel Manufacturers' Association. The members attending were: B. W. Lord, Chicago; A. E. Gorham, Mount Pleasant, Mich.; M. W. Perry, Algoma, Wis.; E. R. Morrison, Jamestown, N. Y., and D. E. Kline, Louisville, Ky. The results of the meeting are given in our veneer section of this issue.

There were two important gatherings of vehicle, wagon and implement manufacturers in Chicago during the past week. The Farm Wagon Department of the National Vehicle & Implement Association held its annual meeting at the Hotel La Salle on Tuesday, December 18. Forty prominent farm wagon manufacturers participated in this session, which in addition to the routine work took up various questions pertinent to the members. The Plow and Tillage Implement Department held a full day's session on Thursday, December 20, there being a good attendance of manufacturers in this field.

H. M. Curran, who has been prominent in forestry circles for a number of years, paid HARDWOOD RECORD a visit last week. Mr. Curran has been spending several years in South America for the purpose of investigating the possibilities of development of South American timber. He was in charge of the development of Philippine forest resources and on completing his work there took up South American investigation. He expects to return to South America shortly for the purpose of opening up development a certain large boundary of timber owned by eastern interests.

T. J. McDonald, well-known timber estimator of Knoxville, Tenn., has been spending the past couple of weeks in Chicago on important timber matters. Mr. McDonald reports that the timber business is showing considerable activity at this time and promises even more after the first of the year.

F. J. Moore of the Expanded Wood Company, a subsidiary of the Evansville Veneer Company, Evansville, Ind., was in the city for a couple of days last week. Mr. Moore reports that there is a promising future for his expanded or sewed veneer for package purposes as soon as it gets through certain red tape connected with government sanction.

Mr. Hancock and Mr. Eddy of the Grand Rapids Dry Kiln Company, Grand Rapids, Mich., represented their concern in Chicago during the sessions of the farm wagon manufacturers.

N. A. Gladding, vice-president in charge of sales of E. C. Atkins & Co., Inc., the silver steel saw company, Indianapolis, was in the city for a few days about ten days ago and honored HARDWOOD RECORD by calling at its offices. Mr. Gladding says that there is extreme activity in the saw business and that his company has been fortunate in being able to take care of its trade in good shape.

E. J. Gillouly, formerly sales manager of the Foster-Latimer Lumber Company, Mellen, Wis., now captain in the twentieth engineers forestry regiment, passed through Chicago on Thursday of last week to take up his duties at Washington. Mr. Gillouly is enthusiastic over the prospective work ahead of him.

Other prominent northern visitors were H. F. Below of the Below Lumber Company, Stanley, Wis.; W. C. Boden, Kneeland-McLurg Lumber Company, Phillips, Wis.; William Dawley of Dawley Lumber Company, Wausau, and Fred Rader of John S. Andrews Lumber Co., Escanaba, Mich.

Maurice Welsh of the Lamb-Fish Lumber Company, Charleston, Miss., was also in town last week.

PITTSBURGH

The American Lumber & Manufacturing Company is making splendid headway in delivering its order of 21,000,000 feet of ship timbers to the United States Shipping Board Emergency Fleet Corporation at Portland, N. H. Oak is being shipped from the company's new planing mill at Lenox, Ky., and the fir timber from its mills at Aberdeen, Wash., and Highland and Portland, Ore.

Jos. W. Cottrell of the Jos. W. Cottrell Lumber Company has its southern mills busy cutting hardwoods. Its trade is very dull with the industrial concerns and Mr. Cottrell complains bitterly of the difficulties in getting lumber shipped.

The West Penn Lumber Company is making a specialty of industrial and manufacturing trade this year and finds that in this line business is better than fair. Prices are good and the demand is pretty active in many places.

Fred R. Babcock of the Babcock Lumber Company and W. H. Schuette of William Schuette & Co. have submitted to the War Industries Board a plan which they believe will prove of great assistance to the government in connection with handling the problem involved in securing an adequate supply of lumber. This involves an organization of lumbermen meeting voluntarily for the government and under conditions which would make possible the supply of lumber material so badly needed now.

BOSTON

The annual meeting of the Massachusetts Wholesale Lumber Association, Inc., was held at Boston, December 13. The officers elected are: President, H. W. McDonough; vice-president, H. M. Bickford; treasurer, E. C. Hammond; secretary, Arthur M. Moore; directors, the president, vice-president, treasurer and Wm. Bacon, Geo. E. Fisher, Morris A. Hall, Harry C. Philbrick, K. W. Hobart, H. B. Stebbins, W. M. Weston and C. P. Woodworth. One item in the calendar of the meeting was an establishment of a uniform practice among the trade in accounting and assuming the three per cent freight tax. After considering many views, the majority being in support of the policy finally agreed on, it was voted that the members should in future quotations or other reference to prices, formally advise that the same are "free from tax and freight advances." It was not thought practical to adopt any recommendation on current transactions. The Massachusetts association voted to join the Chamber of Commerce of U. S. A., to commit the subject of credit reforms and introduction of acceptances for later report and to conduct an energetic campaign for the Halifax Relief Corp. F. A. H. Street, 1st Cand. Contingent, related personal experiences and conclusions after three years in the trenches; much interest was manifested, as many of those present have sons or relatives in the service at this time.

BALTIMORE

Unusual cold with much snow has interfered greatly with the lumber trade. Some of the mills have had to shut down for the most part, and logging has come wellnigh to a standstill, giving the end of the year a far more quiet aspect than is ordinarily the case. The bad weather, but even more the railroad situation, has served to interfere with the coal movement to such a degree that many of the woodworking plants are seriously inconvenienced, and extensive suspensions of operation are quite frequent. Some of these factories are operated with electric power supplied by the Consolidated Gas, Electric Light and Power Company of this city, and the company, being unable to get coal except in small quantities from day to day, last week cut off the current, forcing the factories to shut down. The interruption was only for a short time, to be sure, but the situation continues grave, and it may be necessary to close again at any time.

To meet the need of increased housing facilities to take care of the additional population attracted by work in munitions and other plants here a corporation has been formed under the name of the Dundalk Company to erect some 500 frame houses at Dundalk, a section on the way toward the plant of the Bethlehem Steel Company at Sparrows Point. The Dundalk Company has invited bids for the erection of the houses, though there is a possibility now that the coal famine and the suspension of work at Sparrows Point, until almost the entire plant is closed, may cause a deferment of the operation. Hundreds of other houses in different sections are projected because of the pressure for homes, and the outlook for the use of large quantities of lumber is very encouraging.

The Bagby Furniture Company, manufacturer of furniture in this city, has leased for a term of years a five-story warehouse at 109 West German street, and will use it as show and sales rooms. The company is now located on Hanover street.

A report has been received here to the effect that the Winchester and Western Railroad Company, which has embarked upon the construction of a line from the Baltimore & Ohio at Winchester, Va., to Wardensville, W. Va., a distance of about forty miles, will continue work all the winter in order to get the road in operation as soon as possible. The project is being promoted by capitalists interested in the Lost River Lumber Company, of which former Governor William B. Cornwell of West Virginia, is president, and the road will serve as an outlet for the products of the lumber company, though also doing a general transportation business and opening up a valuable section of West Virginia rich in natural resources.

President R. E. Wood of the R. E. Wood Lumber Company, is in receipt of a letter from his brother, Major G. L. Wood, formerly vice-president and general manager of the company, who resigned to join the Forestry Regiment for service in France. Major Wood writes that he is well, but that the command has experienced much bad weather, with a good deal of snow and frequent fogs. As to his work there he is, of course, reticent.

George Brenton Cearfoss, formerly engaged in the hardwood trade, making a specialty of walnut logs, with offices in this city, died at his home in the suburbs, December 14, after a lingering illness. Mr. Cearfoss was born at Hagerstown fifty-six years ago. He retired some years ago owing to increasing infirmities. He is survived by his wife, a son and two daughters.

COLUMBUS

That building cost is as low at present as it is likely to be for some time is the keynote of a report recently made by the Columbus Lumber Company. According to Seymour Brown, head of the concern, dealers in hardwoods and in fact all lines of building materials should campaign on that line. He says that throughout the United States there are a lot of far-seeing individuals who are putting their surplus money in safe investments in real estate and buildings. He claims that there is no chance for lower prices for several years to come, even after the close of the war.

At Columbus the Hedges & Clark Company has sold out to the E. A. Prentice Company.

The court of common pleas of Williams county has entered an order dissolving the Montpelier Hoop & Lumber Company.

Fire of a mysterious origin destroyed the yard and plant of Fred Hoffman Sons at Youngstown, O., about the middle of December. The loss is estimated at $60,000.

One of the features of the lumber business is the strong demand from rural districts. This is especially true in the more prosperous farming communities. Farmers are building barns, outbuildings, corn cribs and houses of all kinds. In fact there is more building in the rural sections of Ohio than has ever been known. The lumber interests and especially hardwood business is benefiting by this building movement.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, although bad shipping facilities are holding up deliveries to a large degree. He says orders for future shipment are coming in well, both from retailers and factories. The inventory period is now upon dealers and they are not buying so readily as formerly. Prices are firm and every change is toward higher levels.

CLEVELAND

Considerable low-grade hardwood, for use in packages being made for the government, was destroyed in a fire which razed the plant of the Cleveland Box Company, West Third street and Cuyahoga river, when the storm that hit Cleveland last week was at its height. All told $50,000 damage was done. Only by strenuous efforts of the firemen was the blaze prevented from spreading to other plants in the vicinity.

Max Mehrlander, one of the best known members of the hardwood industry of Cleveland and northern Ohio, died and was buried here last week. Prominent members of the lumber and building materials industries were

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present at the funeral. Mr. Mehrlander was born in Germany, where he received a remarkable education, graduating from many universities. He came to America early in life, and engaged in the lumber business in the East. Later he came to the Middle West. Some of the leading hardwood and other lumber firms he was connected with during this period were the Martin-Barriss Company, the C. H. Foote Lumber Company, the Brown-Graves-Vincent Company, the Advance Lumber Company. His loss is felt keenly by the business which knew him so well.

EVANSVILLE

Daniel Wertz of Maley & Wertz says he looks for sharp advances in the prices of lumber between now and March or April next. This will be due, he says, to the increased cost of logs and the additional costs that manufacturers have been forced to pay for operating. Mr. Wertz says that lumber manufacturers here are now paying twenty-five to thirty per cent more for logs, and that other things have increased in proportion. He thinks that in 1918 furniture manufacturers of this section will be able to do only seventy-five per cent of the business they did this year, but says they will get all the business they can properly handle.

Fire on December 13 did small damage in the mill and yards of Maley & Wertz. It was started by hot coals that had been used to thaw out the water pipes.

Everett Miner, Browns, Ill., recently purchased the walnut timber on the farm of Mrs. J. B. Jolly near Grayville, Ill., and men are now at work cutting the timber. It will be shipped East to be used in the manufacture of gunstocks.

Fire on December 16 destroyed the plant of the Indiana Cooperage Company at a loss of over $10,000. Insurance of $5,000 was carried. The origin of the fire is unknown. A temporary building will be rented at once and operations resumed.

The Wolflin-Luhring Lumber Company and the West Side Lumber Company recently were granted permission to change their names. The name of the Wolflin-Luhring Lumber Company was changed to that of Luhring Bros. and will be managed by Elmer D. and Paul Luhring. The name of the West Side Lumber Company was changed to the Wolflin West Side Lumber Company and will be in charge of Charles A. Wolflin.

J. C. Greer of the J. C. Greer Lumber Company says that the demand for staves is good and the mills of his company in Tennessee and Mississippi are being operated on full time. The hardwood end of his firm, in charge of Bert Tisserand, has been good for the past month and Mr. Greer has no complaint to make.

J. M. Blood & Bros., Grayville, Ill., have sawed up the logs they had on hand and will not be able to get any more for several weeks because the Wabash river is frozen over and towboats and barges are not able to operate.

The log situation is causing many lumber manufacturers in this section much worry. For several weeks flat cars from the railroad companies have been hard to obtain and as a result few logs have been brought in. Some of the manufacturers started to bring in a few logs by boat from Green river, which stream empties into the Ohio nine miles above here, but the Ohio river has been frozen over in places for the past ten days and many large gorges are reported in the Ohio river, which makes navigation at the time impossible. It may be several days before navigation is fully resumed on the Ohio river and tributaries. As a rule at this time of year manufacturers have enough logs laid in to run them during the bad winter months, but not so this year. The labor shortage is worrying the manufacturers to some extent, too, and it is expected that the next draft will take many of the men from the sawmills and wood consuming factories in this section.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, reports trade very good and taken as a whole the veneer business has been of a larger volume than last year. However, the profits of the manufacturers have been smaller for the reason that the cost of operating has increased.

MEMPHIS

The Mississippi river at Memphis is practically a solid block of ice and transportation on that stream is at an end for the time being. Temperature is moderating rather rapidly at present but it is anticipated that it will be some time before the river will be clear enough of ice to allow resumption of the handling of traffic. Some of the mills at Memphis depend on Mississippi and Wolf rivers for their log supplies and they are strictly up against it at the moment. Fortunately these mills are better supplied with logs than the mills dependent on the carriers. They have a surplus on which to draw and, if the ice does not remain too long, it will be possible for them to get by without losing very much operating time.

Lumber interests here are watching developments closely in connection with the proposed revival of water transportation on a much larger scale. B. L. Mallory, of Memphis, attended the conference held at St. Louis recently to consider plans for co-operating with the government which has made an appropriation for building twenty-four concrete barges and a number of towboats for use on that stream. The movement is really assuming much more tangible shape and lumber interests believe that prospects now are for some definite accomplishment in the direction of rehabilitation of water transportation. And they are awaiting such a development with the keenest anticipation because they realize that

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there is going to be little relief from the railroad congestion and lack of equipment. Lumber and logs can be handled to good advantage on the Mississippi and its tributaries if the facilities are provided by the government, in conjunction with business interests throughout the valley, and some lumbermen go so far as to express the belief that their salvation lies in that particular direction.

Sixty prominent lumber firms at Memphis have offered fuel wood to the city of Memphis at nominal cost in lots of one to three car loads. They have taken this step because of the threatened shortage of coal and the desire of the city commissioners to put in a reserve supply of 10,000 cords of wood. But their offer has apparently come to naught because the railroads hold that, if cars are furnished for transporting this fuel wood to Memphis, they will be charged against the pro rata of the lumbermen. The latter are receiving so few cars that they cannot afford to have their pro rata reduced still further and the city will have to look elsewhere for relief. The ruling comes from A. H. Egan, chairman of the Memphis committee of the Car Service Commission.

Ralph May of May Brothers says that nothing will be done in the immediate future toward getting out timber on the tract of 8,500 acres acquired by the firm some time ago near Grenada, Miss. He says that his company has more than 1,000 cars of logs, cut from other lands, awaiting transportation, and that it will await further developments before preparing more. He also states that the company does not intend beginning construction of the mill planned for the development of the timber on this tract any time soon.

The management of Moore & McFerrin, operators of a sawmill and box factory here, announces that immediate steps will be taken looking to the rebuilding of the sawmill which was recently destroyed by fire, with an estimated loss of $25,000. The box factory of the firm escaped damage and is being operated at full capacity.

The A. T. Hallock Lumber Company, Jackson, Tenn., has secured a building in which it will install machinery for the manufacture of wooden containers for canning factories, packing houses and similar industries. Modern box-making equipment will be installed and the management plans to have the plant in operation in the near future.

The Columbus Lumber Company is making improvements involving about $70,000, according to D. F. McCullough, general manager. The improvements include the building of a dry shed that will take care of 2,000,000 feet of lumber, installation of additional dry kilns, new boilers, the building of machine shops and additions to the mill plant that will bring the daily capacity to 100,000 feet.

R. L. Jurden of Penrod, Jurden & McCowen, Inc., has gone to Washington to act in an advisory capacity to the Southern Hardwood Emergency Bureau, of which he is a member. He relieved W. B. Burke of the Lamb-Fish Lumber Company at the end of the past week and will be relieved, in turn, by W. A. Ransom of the Gayoso Lumber Company, or Ralph May of May Brothers, Memphis, two other members of the bureau.

Russe & Burgess, Inc., have four stars in their service flag, representing that number of men who have joined the colors from among their forces, including one from their London office. In the number is John E. Burgess, son of the late George D. Burgess, former vice-president of the firm.

LOUISVILLE

That transportation is in a serious way and drastic measures are necessary to protect the interests of the country were shown a few days ago when W. B. Bryan, Kentucky fuel administrator seized nearly 3,000 cars of coal on the Louisville & Nashville lines and turned this coal over to the various cities of the state. Most of this coal was being held to be turned over to the Eastern and Northern lines at Cincinnati, some of it having been held two weeks, as the roads were unable to get it through the Queen city on account of congestion.

Fire on December 10 destroyed the plants of the Parkland Veneer Company and the Parkland Sawmill Company, owned by the Louisville Planing Mill Company. The loss on the two plants was estimated at between $60,000 and $70,000 by Olaf Anderson, head of the Louisville Planing Mill Company. The Parkland Sawmill Company, of which W. R. Willett of the W. R. Willett company, is secretary-treasurer, has leased the plant and had been operating it for some time. Fire started from a plumber's gasoline torch, which was dropped in a pile of shavings while thawing out a frozen water pipe. On the same evening the plant of the Leonard Brush & Woodenware Company, which has been working on a government contract, was destroyed by fire, the loss being estimated at $40,000.

J. V. Stimson, operator of mills at Huntingburg, Ind., Memphis, Tenn., Owensboro, Ky., and other points, recently suffered a fire loss at the Owensboro plant, when the saw filing room, several hundred dollars worth of saws and the roof were destroyed.

The plant of the Glasgow Flooring Company, Glasgow, Ky., controlled by the J. O. Ness Company of Chicago, was recently burned along with finished flooring valued at $30,000. The fire started in the planer, and due to a high wind could not be held in check.

In order to aid Louisville manufacturers who are anxious to obtain war orders, the Louisville Industrial Foundation, the million dollar industrial department of the Louisville Board of Trade, is planning to establish a war order bureau at Washington, to look after the interests of Louisville manufacturers who are interested in such orders. This would relieve several concerns of the necessity of keeping men in Washington to look after their interests.

The Paducah Cooperage Company, Paducah, Ky., has been having so much trouble in getting shipments of material from its southwestern mills that it has been advertising in the western Kentucky papers for local shipments of white and red oak stave bolts delivered at mill.

Ira T. Shannon, formerly superintendent of the Kelly Handle Company's mills in Arkansas and Mississippi, has taken charge of the Burkesville, Ky., plant of the Turner, Day & Woolworth Handle Company of Louisville.

John C. Lewis, Syracuse, N. Y., who recently took up some timber at Harts Branch, near Manchester, Ky., has arrived in Manchester and has started looking over his property in order to start developments at an early date.

Almost a record price was paid for Kentucky mules when the Chattahoochie Lumber Company of Lela, Ga., recently purchased twenty-four 1,200-pound mare mules from Hansborough & Wakefield of Shelbyville, Ky., paying $260 a head for the stock, which is needed in handling logs at the Georgia mill.

"The Federation of Social Agencies" was the topic of an address delivered before the Louisville Transportation Club by Arthur D. Allen, vice-president of the Mengel Box Company. Mr. Allen has been taking much interest in this movement and is well posted on the subject.

Meetings were recently held in Louisville by the Louisville branch of the Southern Hardwood Traffic Association and the Louisville Hardwood Club, the latter meeting closely following the traffic meeting at the Seelbach hotel. At the traffic meeting a general discussion of southern shipping conditions was entered into, and shipping through southern ports received consideration. Several members stated that they had found such exporting very satisfactory except that there are not enough vessels putting into the southern ports. The meeting of the Hardwood Club developed the fact that government orders are about the only business that can be readily handled, and about the only thing the trade is making any effort to obtain. At this latter meeting a letter was read from E. D. Tennant of St. Louis, secretary-treasurer of the Concatenated Order of Hoo-Hoo, relative to obtaining funds for the comfort of soldiers in France. Another letter from J. E. Barton, Kentucky state forester, called attention to the work of Miss Emma Dolfinger, a Louisville school teacher, who is endeavoring to obtain samples of all native woods of Kentucky to be used in the Louisville public schools in connection with study.

Several lumbermen and men connected with woodworking organizations were present at a recent meeting of the Kentucky Manufacturers' & Shippers' Association, held in Louisville. The principal topics discussed were: "War Problems as They Affect Kentucky Industries," "The Child Labor Laws," "State and Federal Tax Laws," "Workmen's Compensation," and "Compulsory State Insurance." J. E. Edgerton, president, and C. G. Gilbert, secretary of the Tennessee Manufacturers' Association, were present as guests.

ARKANSAS

Lonoke, Ark., has been selected by the War Department as the location for one of the government's aviation training camps, and contracts for the construction of the needed buildings have been awarded to the Stewart-Metcalfe Construction Company of Little Rock. This company erected the cantonment buildings at Camp Beauregard, near Alexandria, La.

The portion used at the Ozan-Grayson Lumber Company at Prescott, Ark., which was destroyed by fire a few months ago, is being replaced now by a thoroughly new and modern plant.

For the purpose of constructing a road through the Arkansas National Forest, between Russellville and Pleasant Hill, the Department of the Interior has authorized an expenditure of $43,000 of the funds available for this kind of work. This sum, which comes from a fund made up from the sales of timber, fees, etc., in the Arkansas National Forest, is to be supplemented by an appropriation from the state. The plans for the new road have been prepared by the state highway engineer, under direction of the State Highway Department, and are now in the hands of the commissioners of the road.

WISCONSIN

The Hackney-Phelps-Bonnell Company, Phelps, Wis., started operations in its new sawmill on December 15 and is now cutting 50,000 feet a day. A night shift will be added January 1, which will increase the output to 100,000 feet. The Phelps mill was destroyed by fire in September, 1916, and since that time the company has been engaged in constructing and equipping a new plant that is considerably larger in capacity and of the most modern type. A seven years' supply of timber still is available, it is estimated.

The Silent Washer Company, Clintonville, Wis., a reorganization of the Silent Washing Machine Company, Appleton, Wis., has completed its new plant and the machinery and equipment has been transferred from Appleton and is being installed. The concern manufactures power and manual wash machines and home laundry equipment. G. W. Buttles, its founder, continues as general manager.

The Foster-Latimer Lumber Company, Mellen, Wis., will add a full night shift to its sawmill force on January 1 and intends to operate the plant twenty-four hours a day until spring and possibly longer to accommodate its increasing orders.

The McKinnon Manufacturing Company, Grand Rapids, Wis., has booked a large order for heavy wagons for the United States army and expects to begin deliveries January 1. Considerable difficulty has been experienced in obtaining adequate supplies of raw materials, principally selected hardwoods.

Bauer & Knoop, who have operated a sawmill at Butternut, Wis., for many years, have decided to retire from active business because of advancing age and the property has been placed on the market. It is said that the mill has a supply of market timber in sight to last for eight or ten years.

The Lee Bros. Lumber Company, Rhinelander, Wis., resumed operations in its sawmill on December 17 with day and night shifts. Business is so good at this mill that the owners expect to operate twenty-four hours a day for at least a full year.

The Brooks & Ross Lumber Company, Schofield, Wis., has completed repairs and overhauling work and resumed sawing on December 15. The large stock of logs at the mill is reenforced by large supplies on skids in the woods and indications are that the mill will be able to operate steadily throughout the coming year.

The Oostburg Lumber & Grain Company, Oostburg, Wis., has changed the entire drive of both saw and grist mills from steam to electricity as a matter of economy and efficiency. Current will be purchased from the Milwaukee Northern interurban line.

The Tigerton Lumber Company, Tigerton, Wis., has added another large steam hauler to the equipment of its logging camps in the vicinity of Summit Lake.

The Rib Lake Lumber Company, Rib Lake, Wis., is taking up ten to twelve miles of logging railway running from Rib Lake to its timber at Athens, Wis., and will use the material for the construction of a new railroad from Rib Lake east to a large tract of virgin forest. The road will be about twenty miles long. The company will begin cutting timber at the east edge of the tract and move toward instead of away from the mill. In this manner all cut-over land will be left behind as logging operations progress and the danger of forest fires will be greatly minimized.

The Hardwood Products Company, Neenah, Wis., has recently improved its fire protection system, which is now one of the most efficient in Wisconsin. Fire drills are held nearly every day and the plant has been emptied on an average of two minutes.

The Wisconsin Chair Company, Port Washington, Wis., has engaged in a large production of phonographs, to be marketed under the name of "Vista". Considerable space in its two factories is being devoted to the new department.

The Sheboygan Couch Company, Sheboygan, Wis., has increased its capital stock from $75,000 to $111,000.

The Badger Brush Company, Milwaukee, is remodeling a three-story building, 40 x 80 feet, at Knapp and East Water streets, into a manufacturing plant, which it expects to occupy shortly after January 1. The present plant at 3417-3419 Vliet street has been outgrown.

Plain & Qtd. Red & White

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AND OTHER HARDWOODS

Even Color *Soft Texture*

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OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

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LENOX LUMBER

Ready for immediate shipment, subject to prior sale and government regulation

Kentucky Soft Quartered White Oak

5,000 ft. ..... 4/4 FAS.
23,000 ft. ..... 4/4 No. 2 Common
35,000 ft. ..... 2½" to 5½" Clear Face Strips

Kentucky Soft Plain White Oak

50,000 ft. ..... 4/4 FAS.
24,000 ft. ..... 4/4 Selects
135,000 ft. ..... 4/4 No. 1 Common
75,000 ft. ..... 4/4 No. 2 Common
25,000 ft. ..... 4/4 Core Stock

Kentucky Soft Plain Red Oak

15,000 ft. ..... 4/4 FAS.
10,000 ft. ..... 4/4 Selects
30,000 ft. ..... 4/4 No. 2 Common

Kentucky Chestnut

12,000 ft. ..... 4/4 No. 1 Common
30,000 ft. ..... 4/4 Sound Wormy

Kentucky Miscellaneous

50,000 ft. ..... 4/4 Log Run Beech
25,000 ft. ..... 4/4 Log Run Gum
25,000 ft. ..... 4/4 Log Run Maple

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Do YOU Use "HONOR" LUMBER?

It is not merely that we know how. The **important** thing is that we sincerely endeavor to put a knowledge coming from long years of experience into quality for **your** benefit—not into manipulation for **our** benefit.

Will you test the statement (if you don't already know) on some of these items of "Honor" stock.

NORTHERN STOCK

30,000' 1¼" Log Run Basswood
100,000' 1" Nos. 1 & 2 Maple
100,000' 1" Nos. 1 & 2 Common Maple
200,000' 1" Log Run Maple
20,000' 2½" Com. & Btr. Maple
20,000' 3" Com. & Btr. Maple
175,000' 1" No. 3 Common Maple
60,000' 2x6" No. 3 Common Maple
75,000' 2" No. 3 Common Maple
17,000' ⅝" Nos. 1 & 2 Birch
100,000' 1" No. 1 Common Birch
150,000" 1' Nos. 2 & 3 Common Birch
50,000' 1¼" No. 2 Common Birch
100,000' 1¼" No. 3 Common Birch
50,000' 1" Log Run Oak

SOUTHERN STOCK

25,000' 1" Log Run Cottonwood
60,000' 1½" Log Run Elm
18,000' 2" Log Run Elm
100,000' 1" No. 1 Common Gum
100,000' 1" Log Run White Oak
20,000' 2" Com. & Btr. White Oak
50,000' 1" Log Run Sycamore

THE G. W. JONES LUMBER COMPANY

APPLETON, WISCONSIN

Long Time Manufacturers of Northern and Southern Hardwoods

MILLS AT
WABENO, WIS. FORREST CITY, ARK.

The Stevens Lumber Company, Rhinelander, Wis., has completed its new sawmill to replace the big plant destroyed by fire on last Memorial Day, May 30, and is running a full day shift of ninety men. Early in the new year a night shift will be added.

The Shawano Hub Manufacturing Company, Shawano, Wis., is considering three propositions with respect to its plant. One is to continue the mill as a hub factory under the present management; another is to lease it to interests which desire to take over the property, and the third is to convert the industry into another line. A decision will be reached within a short time.

The Northwestern Motor Company, Eau Claire, Wis., manufacturer of a variety of gasoline and kerosene-powered railroad equipment, including forest patrol cars and logging engines, is planning to erect a complete new plant during the coming year in order to provide proper facilities for handling its rapidly increasing business.

The Hatten Lumber Company, New London, Wis., has completed important improvements at its sawmill which greatly increases the efficiency and provides an adequate supply of logs independent of switch engine service in its yards. A huge steam crane has been constructed at the foot of the log slip, by means of which fifteen or twenty logs can be lifted from flat cars at one time and hoisted to three rollways for reserve, so that a forty-eight hours' supply of logs always will be available. The crane is operated by a steam log loader purchased from the Keith & Hiles Lumber Company, Crandon, Wis., and to which another drum has been added. The lumber grading shed also has been enlarged by an addition, 52 x 40 feet, providing a total of eighteen lumber trucks. It is likely that a new resaw will be installed soon to replace the present equipment, so that larger timbers may be handled than heretofore. The mill was closed for several days while final changes were completed. A full night crew will be put on shortly after January 1.

William Dhein, Eaton, Wis., has sold a tract of forty acres of timber and a small sawmill at that point to Adolph Jensen, who will establish a camp and re-open the mill at once.

The Wisconsin State Council of Defense has issued a request to county councils throughout the northern Wisconsin timber country urging that settlers be impressed with the necessity for a large wood cut during the winter so that there may be provided an adequate supply of wood fuel to fortify Wisconsin against a possible shortage of fuel during the coming year, especially since it is believed certain that the coal supply of the immediate future will be wholly inadequate to fill all requirements.

A party of Wausau lumbermen who are stockholders in the Wausau-Southern and the Marathon Lumber companies of Laurel, Miss., recently traveled South to inspect the various mills. Conditions were found to be fairly satisfactory, the shortage of cars being a much greater handicap than the labor situation. The party consisted of Walter Alexander, C. C. Yawkey, W. H. Bissell, D. C. Everest and A. P. Woodson.

The Phoenix Manufacturing Company, Eau Claire, Wis., widely known in the sawmill and logging equipment and machinery industry, has temporarily stopped acceptance of new business because of the unprecedented demands upon its facilities. The company is executing large orders for ordnance and gun carriage tools, automatic stokers and other equipment for the Westinghouse interests; sixteen huge shipbuilding crane trucks for the government through the McMyler Interstate Manufacturing Company, Bedford, O., and a number of Phoenix "Centipede" tractor trucks for the United States army. Repair work on ten large steam log haulers also has been undertaken, together with the construction of new steam engines for logging use in the United States, Canada and Alaska.

T. J. Roberts has been appointed receiver of the C. H. Krause Lumber Company, Antigo, Wis. George Wunderlich, who recently procured judgment against the company in the Langlade circuit court, and other creditors have taken action to collect claims.

Julius Ewald, Cumberland, Wis., inventor of the folding berry box and a well known veneer expert, died recently of apoplexy. Mr. Ewald was the founder and chief owner of the Cumberland Fruit Package Company.

Louis Goulet, a pioneer logging jobber and timber operator of Chippewa Falls, Wis., passed away recently from the effects of a stroke of paralysis which he suffered two years ago. He was born in Quebec on July 12, 1845, and came to Chippewa Falls in 1861. He retired ten years ago because of advancing age.

Word has been received by Hon. Isaac Stephenson, Marinette, Wis., that his son, Lieut. Grant Stephenson, has received a promotion in the United States navy and is now first in command of a mine sweeper with four officers and forty men under his direction. Lieut. Stephenson has been in European waters for six months as second in command of a patrol boat.

The Hardwood Market

CHICAGO

Chicago approaches the close of the year with a substantial measure of satisfaction over the past twelve months and with considerable confidence

in the future. The past year has brought a mixture of good business and of bad. It brought radical changes, the substitution of many new markets following the elimination or curtailment of normal movements. The course of business done, however, has been good and lumber concerns close their books with records for the most part of a prosperous twelve months. The feeling locally is that factory curtailment may continue after the first of the year, especially with difficulties in shipments and all realize that the big fight will be to get lumber through. There is not any definite promise of extended factory requirements but Chicago the lumber clearing house is doing its share to fill newly developing needs for lumber, particularly as they come from the manufacturers of accessories to indirect war work. Local prices hold well and promise well for the future.

PITTSBURGH

Wholesalers in hardwoods are doing a very good business with industrial and manufacturing concerns, which have great trouble in getting the lumber delivered. Embargoes prevail everywhere and priority orders only add to the troubles of shippers. Hardwood mills in tri-state territory do not have large amounts of stock on hand. Many of them have been handicapped by a lack of men and teams, while others find shipping conditions so bad that they are not stocking up with lumber. The furniture buyers are pretty nearly out of the market. Furniture trade is reported to be very dull. Manufacturers are not buying because wholesalers and retailers are not selling, and in the final analysis because the ordinary family can get along without furniture for the present. Desk manufacturers are doing a big business and manufacturers of chairs and cheap furniture are fairly active. Plate glass manufacturers are out of the market. There is very little buying on the part of automobile concerns, due to the fact that the production of pleasure cars will probably be cut down more than one-half next year. Yard trade is very dull this month because of inventory.

BOSTON

The holiday season, closing of accounts, a very early and severe start of winter may now be added to the already well known obstacles to business in New England. The gross result of all factors disclosed no argument for reducing prices to get business, and evidently this is a general belief by all holders, quotations being in fact firm to very high, according to immediate conditions.

BALTIMORE

The holiday season is at hand, and with it has come the quiet that usually prevails at such time. Even the hardwood men who have been optimistic in their views until now, admit that the movement has begun to narrow, and it is generally conceded that the general situation presents a decidedly uncertain aspect. It would probably be quite possible for a dealer to get enough orders to keep him going full time, but the business is more than ever complicated by freight embargoes, lack of cars and government regulations which make it very difficult to get cars or permits, or to have the cars moved if they happen to be forthcoming. In addition, the severe weather of the last two weeks has interfered seriously with operations at the mills. Some of the plants have shut down altogether, while others have been working at greatly reduced rates with the result that the output of hardwoods is materially reduced. All this would naturally tend to stimulate the inquiry for hardwoods if it were not for the disturbed conditions due to the war. Apart from all this, however, the approach of the end of the year makes for deliberation, if not for actual holding back, and the volume of business done may be expected to show no impressive proportions. As for the returns, they are good enough. So far as the lower grades are concerned, they have undergone a further advance, a development directly traceable to the calls for enormous quantities of lumber suitable for boxes. So great is this demand that the woods ordinarily used for the purpose no longer suffice, and various other species are included in the inquiry. These woods are gum, poplar, cypress, birch and even basswood. The low grades of all of these are sought with much freedom, and as a consequence of the enormous government requirements of packing boxes in which to ship military supplies abroad as well as to distribute such supplies in this country, these box grades receive a measure of preference on the railroads, so that the business of supplying the lumber possesses certain advantages. The hardwood men, of course, are making every effort to aid the government, though as far as the higher grades are concerned, they are less affected by the war than other divisions of the trade.

On the whole, good feeling prevails among the hardwood men and they are looking to the future with confidence. They never have much business ahead, but new orders come out in sufficient volume to keep them going. Not a few of the dealers, consequently, are quite ready to take up desirable stocks whenever they reach the market. These dealers take the view that the offerings later on may be still smaller than they are now, and that there is little prospect of an improvement in general conditions. Consequently, they want to be in a position to take care of future wants.

E. A. Mercadal Lumber Co.
WHOLESALE AND COMMISSION
953 National Life Bldg., CHICAGO

Northern Hardwoods	*Southern Hardwoods*
3 cars 8/4 No. 1 Com. & Better Birch	1 car 4/4 Fas Tupelo Gum
2 cars 6/4 No. 1 Com. & Better Birch	1 car 4/4 No. 1 Common Tupelo Gum
5 cars 1" No. 3 Maple	2 cars No. 2 Merchantable Hemlock
1 car 1" No. 2 Birch	2 cars 1x4 Merchantable Hemlock Strips
1 car 6/4 No. 2 Com. Oak	1 car 1" Fas Basswood Strips
1 car 4/4 No. 2 Com. Oak	

Jackson & Tindle
ELM and BIRCH
4/4 to 12/4 All Grades
Well assorted stock
4/4, 5/4, 6/4, & 8/4 No. 3 Hardwood
Mills at PELLSTON, MICH.
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Manufacturers of Hardwood Lumber, Oak & Poplar especially
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Hardwoods and Mahogany
Specialties
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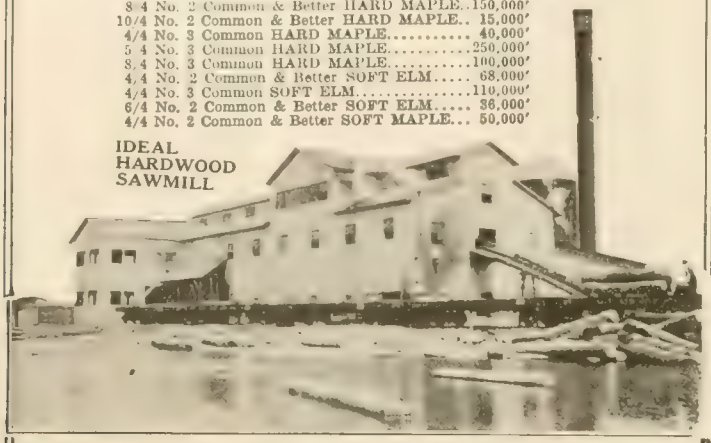
Milwaukee, Wisconsin

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The following stock is in excellent condition, *ready for immediate shipment*

5/4 No. 2 Common & Better ASH..... 15,000'
4/4 No. 2 Common & Better BASSWOOD..... 25,000'
5/4 No. 2 Common & Better BEECH.....150,000'
5/4 No. 3 Common BEECH.....340,000'
3/4 No. 1 Common & Better BIRCH..... 55,000'
4/4 No. 1 Common & Better BIRCH..... 58,000'
4/4 No. 2 Common & Better BIRCH..... 29,000'
4/4 No. 2 Common BIRCH.....120,000'
4/4 No. 3 Common BIRCH..... 12,000'
8/4 No. 2 Common & Better BIRCH..... 16,000'
8/4 No. 3 Common BIRCH..... 10,000'
4/4 No. 1 Common & Better HARD MAPLE..... 50,000'
6/4 No. 2 Common & Better HARD MAPLE..... 25,000'
8/4 No. 2 Common & Better HARD MAPLE..150,000'
10/4 No. 2 Common & Better HARD MAPLE.. 15,000'
4/4 No. 3 Common HARD MAPLE..... 40,000'
5/4 No. 3 Common HARD MAPLE.....250,000'
8/4 No. 3 Common HARD MAPLE.....100,000'
4/4 No. 2 Common & Better SOFT ELM..... 68,000'
4/4 No. 3 Common SOFT ELM.....110,000'
6/4 No. 2 Common & Better SOFT ELM..... 36,000'
4/4 No. 2 Common & Better SOFT MAPLE... 50,000'



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515 Dwight Building, KANSAS CITY, MO.

COLUMBUS

The hardwood trade in Columbus territory has been showing marked strength during the past fortnight. Buying is fairly active and prices are still ruling strong. Prospects for the coming year are rather bright, despite unusual war conditions. There is a better feeling in building circles generally and it is believed that quite a few construction jobs will be pushed during the coming year. This is especially true of homes and apartments for which there is a great need in Columbus. The worst feature of the trade at this time is the inadequate shipping facilities which are holding up deliveries. Embargoes on many of the southern roads together with a partial breakdown of motive power are the outstanding features. Dealers as well as factories are clamoring for shipments. Much of the buying at the present time is for shipment after the first of the year and during February. Retail stocks are not large and some dealers are trying to increase them during the winter season.

Factories making boxes and implements are the best customers among manufacturing establishments. Box factories are also buying to a large extent. Collections are generally good and a fairly good feeling is shown in lumber circles generally.

Quartered oak is in good demand. Plain oak is strong and there is a considerable demand for all grades. Chestnut is one of the strongest features of the trade. Poplar is strong and prices have been advanced recently. Other hardwoods are unchanged.

CLEVELAND

Severe winter weather, government's demands upon labor and materials, and the lack of transportation all have combined to make for a slackening hardwood market in the Cleveland and northern Ohio district. The first has cut down the demand for hardwoods because there is practically no small building going on, and all the big projects have been contracted for. Demands for labor and materials going into war munitions by the government has caused a diversion in business activity, and finally the absence of sufficient cars to bring new material from the producing districts here is a factor that is retarding business. Local sellers are not keen under the latter conditions to urge business, believing they cannot get sufficient material to replace depleted stocks. A combination of these conditions has made a practically stationary market here, and there is no price change during the fortnight. Perhaps the principal reason for a lack of buying interest is the disposition of people not to build. Many people would build were they able to obtain loans on the projects, but so far there is no disposition on the part of the banks to part with the money. In leading quarters in hardwood circles it is believed the absence of keen buying is due to the end-of-the-year dullness, and improvement after the first of the year is looked for.

EVANSVILLE

Hardwood lumber manufacturers in this territory report that the log and labor shortage is still a problem, but in spite of it many of the up-town mills in Evansville are being operated on full time. The river mills are still closed. Quartered white oak shows some signs of picking up and prices are stiffening. Plain white oak is in better demand and better prices prevail. Hickory is strong, several large orders having been placed here recently. The better grades of walnut are good and the demand for the poorer grades has improved. Gum is some stronger and maple and elm are moving steadily. Ash is strong. Quartered sycamore is also fairly strong, with sales liberal. There is a good demand for both cottonwood and poplar, box factories in this section, many of which are working on large government orders, being in the market for this stock. Collections are very good.

During the severe cold weather manufacturers report they had considerable difficulty keeping their mills in operation. They say they will finish the year with a nice volume of trade to their credit and are looking for fairly good business during January. So long as the European war continues manufacturers look for a good demand for all grades of lumber required in the making of war materials, but in other lines trade may be uncertain and in all probability will come in spurts. The cold weather has checked all building operations in Evansville and southern Indiana towns and little picking up is expected before spring. Sash and door men have been having a fairly good out-of-town trade. Planing mills report business rather dull.

MEMPHIS

Business is very much restricted in hardwood lumber circles, partly because of the unusually severe weather which has been accompanied by sleet and snow for the past ten days, and partly because of the difficulty of effecting deliveries, due to the shortage of equipment for handling outbound shipments. Lumbermen are slow about entering into engagements where they cannot see their way clear to make deliveries and they are finding comparatively few orders at the moment, outside of those where the government is interested, that are really practicable. There is a demand for lumber of very satisfactory proportions but so many orders have strings tied to them that lumber interests here are inclined to steer clear of them. Not much is being said about government orders for very obvious reasons. But it is quite apparent that considerable lumber sold from Memphis is going to the government, either directly or

indirectly. In the meantime prices are firmly maintained. Stocks are already below normal and further inroads are being made especially in view of the fact that production is on such a limited scale. Costs are mounting too and lumber manufacturers are scrutinizing both their stock lists and their quotations very carefully except they realize that there is nothing to be gained by selling present holdings at a price that will not allow a fair margin for replacing.

Low-grade cottonwood and gum are the most active features of the entire hardwood list at the moment. Box manufacturers are doing an unprecedented business and are absorbing offerings in these materials as fast as they come on the market. They are having difficulty in securing their requirements even after taking all they can find. Meantime prices are steadily advancing. High-grade gum is comparatively quiet, though sap is rather more active than red. Cottonwood, in the higher grades is in good call. There is a fair movement of quartered white oak in the higher grades while log-run veneers are moving in considerable volume. Plain oak is a good seller, with the demand leaning to stock thicker than 4/4. Ash is selling well and there is a strong demand for basswood. Cypress is also reported in very satisfactory request.

NASHVILLE

Government requirements for timber are the most important feature of the hardwood trade and eliminating this factor the hardwood market would be comparatively quiet. The demand is largely for specialties and some of the mills are not able to meet many of them. Oaks, hickory and ash are strong and in good demand. There is also demand for all of the walnut available for the manufacture of gunstocks. Poplar and chestnut are in fair demand. The labor situation continues a serious proposition, and there is little improvement in general transportation conditions due to shortage of cars and congestion. Government orders are given right of way. The general tone of prices is firm.

LOUISVILLE

To complicate the already serious traffic situation Louisville has experienced the worst run of December weather ever known. Seventeen inches of snow fell December 10 and a temperature of seven below zero demoralized transportation, caused much yard congestion, and put the already overburdened railroads on the hummer. In addition river traffic has been entirely suspended. However weather conditions are improving, and forecasts are favorable. Normal transportation is entirely out of the question now and leading shippers hardly expect any improvement before February 1 at the earliest. Commercial deliveries at a standstill, and about the only business that is being moved consists of direct or indirect government orders. This demand is large enough to practically make up for the loss in commercial business, which is waiting on cars and on lifting of the various embargoes into the North and East. It is said that with resumption of normal traffic the movement of hardwoods will be the heaviest ever experienced as the large consumers have been getting very little material for the past two or three months, and that inquiries show that they are ready to buy whenever the mills can make deliveries. Stocks in Louisville are low, as heavy shipments have been made from yard stocks, while shipments from the South have been too light to increase local stocks. Mills in many sections of the state and South have been forced to suspend on account of labor, weather and the traffic situation, and production is said to be light just now. Logstocks are low at most of the mills, and walnut logs are very scarce. Prices are strong and showing advancement and all hardwoods are in demand for immediate delivery.

MILWAUKEE

The winter's log cut in northern Wisconsin and upper Michigan cannot reach the volume of the input of last season, in the opinion of well informed loggers, principally because the supply of labor available for work in the woods is far below that of a year ago. It is stated that while the car situation is acute, the effect of this factor is far less important than the labor situation. There is perhaps only one district which expects to show an increase in the cut, and that is Forest County, Wis., where the supply of men is relatively larger than elsewhere in the northern timber country.

Activity at the northern mills is constantly broadening, and while numerous mills already have put on night shifts, many more will do so immediately after January 1. The summer and fall sawing season was one of the most active in years and the demand for lumber of all kinds is continuing along such large lines that it has been found necessary to increase the production wherever possible. It is noteworthy that many mills which have just resumed operations after the annual shut-down for repairs and overhauling, plan not only to put on night shifts at once, but to keep day and night shifts busy from now until the end of the season in December 1918.

The tone of the hardwood market continues firm and the tendency is upward. Here and there slight easiness is noted, but in the main present lists are being adhered to strictly and probably will experience an upward revision during the early months of the new year. This is said to be true of all lumber. Costs of production have risen enormously and with a demand that grows more active from week to week, it is hardly to be expected that prices will soften for a long time to come.

BLISS-COOK OAK CO.
BLISSVILLE, ARKANSAS
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Swain-Roach Lbr. Co.
SEYMOUR, IND.
We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

We have for sale 1 car 10/4" No. 1 Common & Better Soft Maple; 3 cars 6/4" No. 1 Common & Better Beech; 1 car 4/4" Clear Sap Poplar, 5-16" wide; ½ car 4/4 Panel Poplar, 18" & up wide; 2 cars 4/4 FAS Sap Gum; 1 car 5/4 FAS Plain Red Oak; 1 car 4/4 No. 1 Common & Better Red Oak.
At Two Band Mills
STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

Laymen Can and Do Safely Buy Timberland
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Our record of reliability is so sound and the accuracy of LACEY REPORTS on standing timber so well understood that laymen who do not know a Redwood from a Hemlock have repeatedly invested large sums of money in timberland solely on our recommendation.

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INTERNATIONAL TIMBERLAND FACTORS
EST. IN 1880

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double band mill superintendent for a West Virginia operation with many years of timber supply to be manufactured. Address, "BOX 121," care HARDWOOD RECORD.

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TIMBER ESTIMATING

THOS. J. McDONALD,
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D. E. Lauderburn, Forest Engineer,
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LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

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FOR SALE

19,000 acres Arkansas overflow land between Mississippi and White rivers on the St. L. & I. M. R. R. Average of 3 different cruises showing 44,410,000 ft., 44% Oak. Land unsurpassed for growing Cottonwood. Price now $13 timber and land.

Brokers need not apply. Address P. O. BOX 788, Memphis, Tenn., Owners.

TEN TO TWO HUNDRED MILLION

As desired. Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE—925 ACRES HARDWOOD

Timberland, Yazoo County, Miss. Fifteen dollars per acre. Owner: FRANK A. CRITZ, West Point, Miss.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

HICKORY WANTED

We want 50 cars 2, 2½ & 3" Green Hickory, all grades, for shipment during next 90 days. Mill inspection. Cash payment. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

WANTED TO CONTRACT

for blocks of White Pine Mill Culls mostly 4/4, also log run White Pine 4/4 to 12/4—rough or dressed. Send list of amounts and when can furnish. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

ALWAYS IN THE MARKET FOR

4/4 to 12/4 log run White Pine
4/4, 5/4, 6/4 No. 3 Com. Poplar, Basswood, Buckeye, Chestnut, Gum, Spruce and White Pine, rough, dressed and resawn. Send us your offers. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

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Wanted. We are in the market for all kinds railroad cross ties, oak car stock, dimension stock and long oak, both red and white. Inspection and payment as loaded. What have you to offer? Write W. B. CRANE COMPANY, 913 W. 22nd St., Chicago, Ill., or Jonesboro, Ark., or P. O. Box 67, Ashland, Ky.

WANTED—WHITE ASH

2" and thicker No. 1 common and better. Send us list of your stocks. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

WANTED FOR CASH

4 cars 3" White Oak FAS & No. 1 C.
8 cars 2½" Red Oak FAS & No. 1 C.
3 cars 2½" Red Oak 8 & 16' FAS & No. 1 C.
All of the above for green shipment.
3 cars 2" dry R. & W. Oak FAS & No. 1 C.
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South Bend, Ind.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10' to 14' long, inclusive. Could use a few cars all 10'. Write fully describing stock for lengths and average widths. Pay Cash.
E. L. EDWARDS LUMBER CO., Dayton, O.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

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LENOX LUMBER

Ready for immediate shipment, subject to prior sale and government regulation.

KENTUCKY SOFT QUARTERED WHITE OAK
5,000' 4/4 FAS
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KENTUCKY SOFT PLAIN WHITE OAK
50,000' 4/4 FAS
24,000' 4/4 Selects
135,000' 4/4 No. 1 Common
75,000' 4/4 No. 2 Common
25,000' 4/4 Core stock
KENTUCKY SOFT PLAIN RED OAK
15,000' 4/4 FAS
10,000' 4/4 Selects
30,000' 4/4 No. 2 Common
KENTUCKY CHESTNUT
12,000' 4/4 No. 1 Common
30,000' 4/4 Sound Wormy
KENTUCKY MISCELLANEOUS
50,000' 4/4 Log Run Beech
25,000' 4/4 Log Run Gum
25,000' 4/4 Log Run Maple

Wire or write for delivered prices.
AMERICAN LBR. & MFG. CO.,
Pittsburgh, Pa.

STOCK WHITE ASH

1 carload 2" bone dry No. 1 common and 1sts and 2nds;
1 carload 3" bone dry No. 1 common and 1sts and 2nds;
1 carload 4" bone dry No. 1 common and 1sts and 2nds.
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Quote best prices f. o. b. your shipping point

S. S. E. WHITE AND CHESTNUT OAK

8 pcs. 20x30"—42'.
8 pcs. 16x18"—34'.
32 pcs. 14x24"—30'.
16 pcs. 12x24"—33'.
112 pcs. 3x16"—20'.

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WE HAVE ACCUMULATED

At Buffalo a large quantity clear White Oak pieces 5/4" to 1" thick x 2" & wider and running from 1' to 3' long from working up kiln dried lumber. This stock should give good satisfaction where oak in small sizes is required. This Oak for sale very cheap. G. ELIAS & BRO., Buffalo, N. Y.

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125,000 ft. 8/4, 8' two years and older No. 1 common and 1sts and 2nds.

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500 acres Heavy Timber. W. O. DILL, Matewan, W. Va.

FOR SALE

White and Red Oak Timbers cut to orders, 8x8 to 16x16—12 to 20' long. Write for prices.

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FOR SALE

Veneer and sawmill plant complete and up to date, including Capital 12 ft. slicer with Westinghouse motor, Smith, Myers & Schnier veneer saw, Clark 7 ft. band sawmill, engines, boilers, etc. Will sell altogether or veneer mill separate. Address "BOX 126," care HARDWOOD RECORD.

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6 ft. Fay & Egan band mill with 8" steam feed; steam nigger; steam kicker; trimmer and gang edger; 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

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WANTED WHITE OAK TIMBERS

10x10 and up by 16' and up long.

Address "BOX 127," care HARDWOOD RECORD.

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A complete plant ready for removal.

I have also for sale several tracts of hardwood timber in different states adopted to profitable manufacturing into veneers.

If you have thoughts along this line, I can serve you to advantage. CHARLES S. ELMS, 913 Hennen Bldg., New Orleans, La.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 5/8"; COM. & BTR., black, 4/4. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

LOG RUN 4/4-8/4", reg. wdth. & lgth., 8 mos. dry, nice stock. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

SEL. 4/4", 6" & up, 8' & longer, 8 mos. dry; NO. 1 C. 4/4", reg. wdth. & lgth., 10 mos. dry; FAS & NO. 2 C. 5/4", reg. wdth. & lgth., 5 mos. dry; NO. 1 C. 6/4", reg. wdth. & lgth., 6 mos. dry; FAS 8/4", reg. wdth. & lgth., 8 mos. dry; FAS 10/4", 12" & up, reg. lgth., 1 yr. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C. 4/4-16/4"; CLR. STRIPS 4/4-8/4"; AEROPLANE stock 8/4-16/4". REIL-KADEL LUMBER CO., Memphis, Tenn.

FAS 12/4", 12" & up. JAMES E. STARK & CO., INC., Memphis, Tenn.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

BEECH

NO. 2 C. & BTR. 4/4", reg. wdth. & lgth., 11 mos. dry, full log run; NO. 3 C. 6/4", reg. wdth. & lgth., 6 mos. dry; NO. 2 C. & BTR. 5/8", reg. wdth. & lgth., 6 mos. dry, full log run; NO. 3 C. 5/8", reg. wdth. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

BIRCH

NO. 2 C. & BTR. 4/4", reg. wdth. & lgth., 6 mos. dry, full log run; NO. 3 C. 4/4", reg. wdth. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS STEPS 5/4 & 6/4", 11" & wider; FAS 4/4", 8" wide; FAS 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4". THEO. FATHAUER CO., Chicago, Ill.

FAS 5/8", NO. 1 C. & NOS. 2 & 3 C. 4/4"; NO. 2 C & NO. 3 C. 5/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4-16-4", 6" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 5/8"; COM. & BTR. 4/4". HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN 4/4", reg. wdth. & lgth., 2-8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

CHESTNUT

NO. 1 C. 4/4", reg. wdth. & lgth.; SD. WORMY 6/4 & 8/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR. 4/4-8/4", reg. wdth. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C. 4/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

CYPRESS

FAS & SEL. 5/4, 6/4 & 10/4", reg. wdth. & lgth., 4 mos. dry; FAS 8/4", reg. wdth. & lgth., 6 mos. dry; NO. 1 SHOP 8/4", reg. wdth. & lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 SHOP & BTR. 4/4-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 5/4, 6/4, 8/4 & 10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 10/4-12/4"; NO. 3 C. 6/4", both reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

LOG RUN 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 6/4 & 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

LOG RUN 12/4", reg. wdth. & lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR. 4/4-12/4"; COM. & BTR. 8/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

LOG RUN 4/4, 8/4 & 12/4", reg. wdth. & lgth., 2-8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—SAP

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4, 6/4 & 8/4"; NO. 1 C. 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 4/4", reg. wdth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 & 2 C. 4/4"; FAS & NO. 1 C. 8/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS 4/4 & 6/4"; NO. 1 C. 4/4"; BOX BDS. 4/4", 9-12" and 4/4", 13-17". JAMES E. STARK & CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—PLAIN RED

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

GUM—QUARTERED RED

NO. 1 C. & BTR. 4/4-12/4"; NO. 1 C. & BTR., sap no def., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR. 8/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR. 10/4", reg. wdth. & lgth., 8-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—TUPELO

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

HARDWOODS FOR SALE

GUM—MISCELLANEOUS

NO. 1 C. & BTR., RIFT SAWN, 6/4, 8/4 & 12/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

LOG RUN QTD. BLACK 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 & BTR. 4/4", reg. wdth. & lgth., 13 mos. dry; **NO. 1 C. & BTR.** 6/4, 8/4, 12/4 & 16/4", 2 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

AN assortment of grades & thicknesses. JAMES E. STARK & CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR. 4/4, 5/4 & 8/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

COM. & BTR. 8/4 & 12/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 6-10 mos. dry, 75% FAS. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, NOS. 1 & 2 C. & LOG RUN 4/4"; **COM. & BTR.** 10/4 & 12/4; **NO. 3 C.** 4/4", 2x6" & 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. & BTR. 8/4", good wdth. & lgth. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 C. & BTR. 4/4-20/4". W. O. KING & CO., Chicago, Ill.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4-16/4", reg. wdth. & lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 1 C. & BTR. 3/4 & 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NOS. 1 & 2 C. 4/4"; **FAS & NO. 1 C.** 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 3 C. 5/8", reg. wdth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 4/4", **NO. 1 C** 5/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 5/4", 12" & up. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; **NO. 1 C.** 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 & 2 C. 4/4", reg. wdth. & lgth., dry; **FAS & NO. 1 C.** 5/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

STEPS 5/4", 10" & up. JAMES E. STARK & CO., Memphis, Tenn.

FAS 4/4-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 5/8", reg. wdth., thoroughly air-dried; **NO. 2 C.** 3/4", reg. wdth, thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

LOG RUN 4/4"; **COM. & BTR.** 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & NO. 1 C. 5/4", reg. wdth. & lgth., dry; **NOS. 1 & 2 C.** 4/4", reg. wdth. & lgth., dry; **FAS & NO. 1 C.** 8/4, 10/4 & 12/4", green. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 1/4 & 1/2", **NO. 2 C.** 1/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS 4/4-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & STRIPS, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 3/4 & 4/4", reg. wdth. & lgth., 6 mos. dry; **FAS** 5/8", reg. wdth. & lgth., 8 mos. dry; **NO. 1 C.** 4/4", reg. wdth. & lgth., 5 mos. dry; **FAS & NO. 1 C.** 5/4", reg. wdth. & lgth., 7 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. STRIPS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 1/2 & 3/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & NO. 1 C. 1/4", reg. wdth. & lgth., 18 mos. dry; **FAS** 3/4", reg. wdth. & lgth., 10 mos. dry. **FAS** 6/4", reg. wdth. & lgth., 6 mos. dry; **NO. 1 C.** 5/8", reg. wdth. & lgth., 8 mos. dry; **NO. 1 C.** 3/4", reg. wdth. & lgth., 6 mos. dry; **NO. 1 C.** 6/4", reg. wdth. & lgth., 10 mos. dry; **NO. 2 C.** 4/4", reg. wdth. & lgth., 6 mos. dry; **SEL.** 5/8", 6" & up, 8' & longer, 14 mos. dry; **SEL.** 3/4", 6" & up, 8' & longer, 9 mos. dry; **SEL.** 4/4", 6" & up, 8' & longer, 12 dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C. and **CLEAR & COM. STRIPS** 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 1/4 & 3/8"; **NO. 2 C.** 1/4"; **CLEAR & NO. 1 C. STRIPS** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. 4/4", reg. wdth. & lgth., W. Va. stock. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark

NO. 2 C. & BTR., Pl. R. & W., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 3 C. 4/4". GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 3/8", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

POPLAR

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

SAP & SEL. 4/4", reg. wdth. & lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

LOG RUN 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 & BTR. 5/8-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

LOG RUN 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

LOG RUN 10/4", reg. wdth. & lgth., 1 yr. dry. NICKEY BROS., INC., Memphis, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 4/4", 14-16'. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4 & 5/4; NO. 2 C., 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8 to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

NO. 3 hardwoods 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FLOORING—MAPLE

PRIME 13/16 x 4, 1 1/16 x 4, 2-16'; **CLEAR** 13/16x1½, 1 1/16x2¼; **NO. 1** 13/16x1½; **FCTY.** 1 1/16x2¼". KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 ⅜x1½ & ⅝x2¼"; **CLEAR** ⅝x2 & ⅝x 2¼". T. WILCE CO., Chicago, Ill.

OAK

SEL. RED ⅝x1½", ⅝x2", & ⅝x2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

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WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We have the following for sale

1 car 5/4 FAS Unsel. Birch
35,000 ft. 6/4 No. 1 Com. & Btr. Unsel. Birch

Prices on request

Let us have your inquiries.

FOSTER BROS., Tomahawk, Wis.
WISCONSIN AND MICHIGAN HARDWOODS

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.
Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

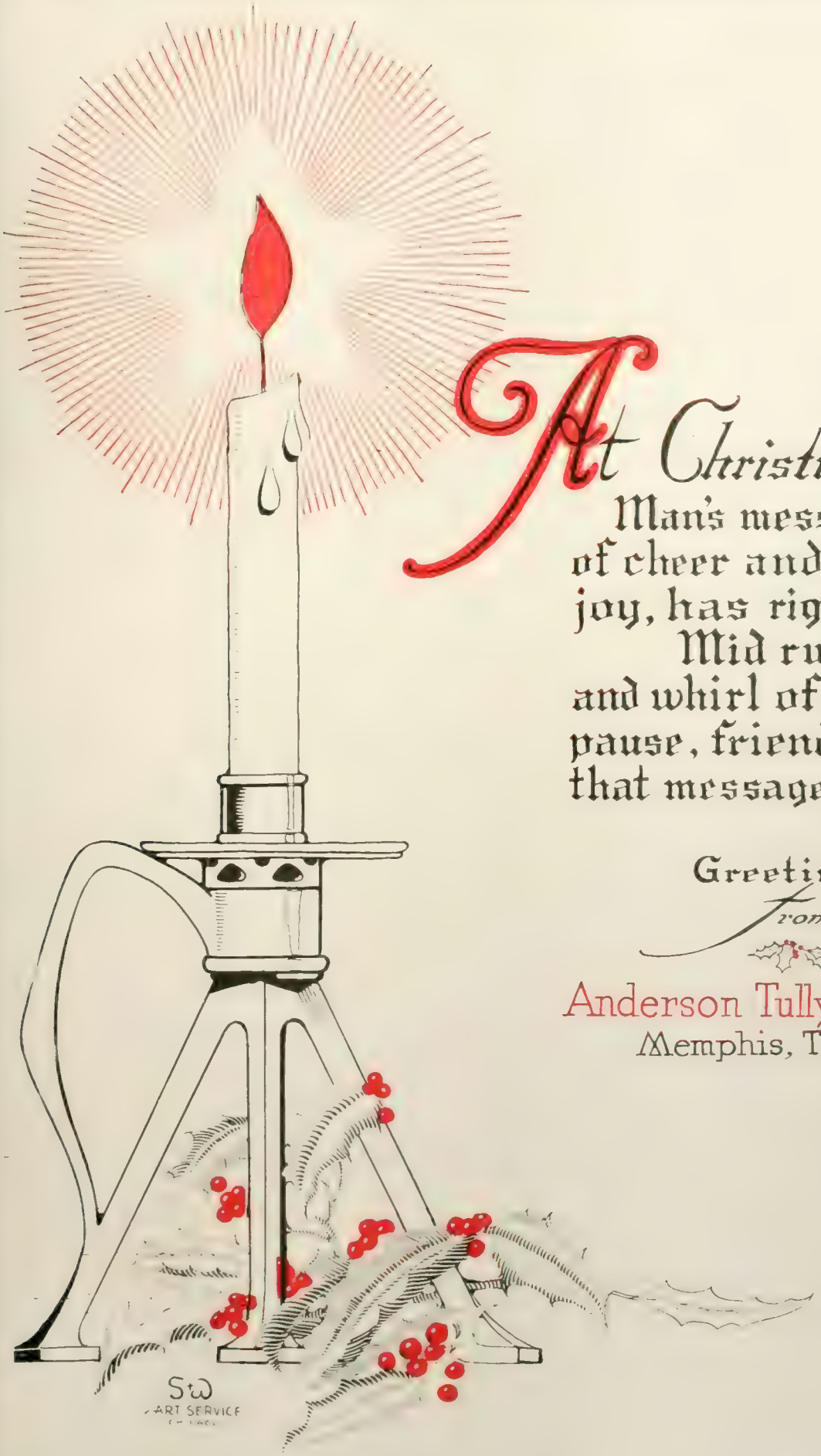
in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co.
Grayling, Michigan
We are members of the Maple Flooring Manufacturers Ass'n.

VON PLATEN LUMBER CO.

IRON MOUNTAIN, MICH.

Manufacturers of Northern Hardwoods



At Christmas-tyde

Man's message to man
of cheer and hope and
joy, has right of way
Mid rush of saws
and whirl of wheels we
pause, friend, to speed
that message to You

Greetings
from

Anderson Tully Company
Memphis, Tennessee

STIMSON'S MILLS

If it is to be had, we have it.

Hardwood Lumber

Both Indiana and Southern Stock.

ASH—ELM—MAPLE

Best Quality

Delta Red Gum and Cottonwood

HICKORY—WALNUT

Plain & Quartered Oak

J. V. STIMSON, Huntingburg, Indiana

STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

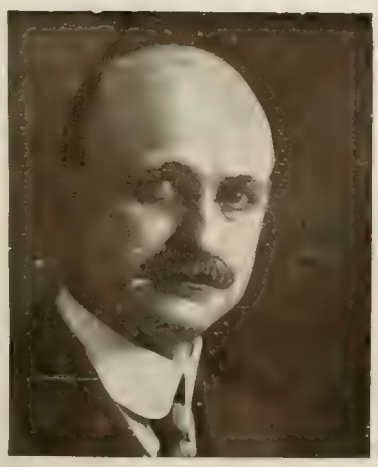
6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
2 Cars 1¼" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1¼" No. 1 Common
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
2 Cars 1½" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
5 Cars 2" Log Run Elm
1 Car 2½" Log Run Elm
3 Cars 3" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices



FOR over twenty years

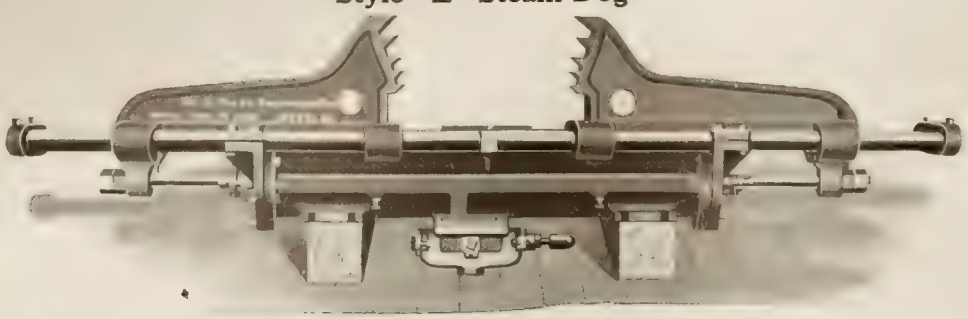
E. C. MERSHON

has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Company

Saginaw, Michigan

Style "E" Steam Dog



Speed up the production of your cross-cut saw by using a Steam Dog. Several types made.

SEND FOR
HILL AND CURTIS
CATALOGUES

HILL-CURTIS COMPANY

Successor to Wm. E. Hill Co. and saw mill machinery business of Curtis Saw and Mill Machinery Co.

SAW MILL AND ALLIED MACHINERY
Kalamazoo Michigan

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, JANUARY 10, 1918

Subscription $2.
Single Copies, 15 Cents.

PENROD FOR WALNUT

Long years have perfected our methods and our equipment. There is hardly a problem in walnut manufacture we have not had to face and overcome.

So today we offer you the service of a smoothly running organization with every facility for properly handling your orders.

PENROD WALNUT & VENEER COMPANY

Kansas City, Missouri

With our big motor trucks we are getting into untouched timber which is filling our yards with the finest lot of figured logs we ever had. It would pay you to investigate.

A GENERATION IN THE BUSINESS

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company
MEMPHIS, TENN.
Manufacturers of Southern Hardwoods, Veneers and Panels
(See inside back cover this issue)

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.
} MILLS {
Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Wistar, Underhill & Nixon
Real Estate Trust Building
PHILADELPHIA, PENNSYLVANIA
CHOICE DELTA GUM Dry and Straight

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen sheets on approval. They solve your shortage and inspection troubles

HARDWOOD RECORD CHICAGO

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

The Greatest Producing Center of Hardwoods and Hardwood Veneers West of the Mississippi

INTEGRITY QUALITY SERVICE EFFICIENCY

It is these vital sparks of industry that are keeping the lights burning and the wheels humming at Helena. It was the steadfast adherence to these principles that has made Helena the greatest producing center of Hardwoods and Hardwood Veneers west of the Mississippi river.

The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

A. M. Richardson Lumber Co.
Chicago Mill & Lumber Co.
Theo. Fathauer Co.
Penrod, Jurden & McCowen
J. V. Stimson Hardwood Co.
Kurz-Downey Co.
Galloway-Pease Co.
Rex Hoop Co.
Howe Lumber Co.
Archer Lumber Co.
Van Briggle Veneer Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 16)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 16)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 15
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 18)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 50)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago

B—
Kentucky Lumber Company
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 16)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 14)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 11)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building,
Manufacturer Chicago,

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 14)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A, B, C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak, Good Grades

(*See page 17
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 15
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
24,000 ft. 8/4 FAS Plain Red Oak
200,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 11 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 17)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largest Oak

Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae, the strongest is weaker than locust, the heaviest is lighter than mangrove, but in average of good qualities it would be hard to find a wood superior to oak.

B, C—
We have a fine stock of 4/4 No. 1 Com. Plain White Oak, 4/4 FAS Quartered White Oak

GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 1)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR. CO. Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 6/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 11)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO., Manufacturer, Nashville
Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C— SPECIAL
[illegible] 1 Com. Red Oak
[illegible] 1 Com.
[illegible] Sap Oak
ALTON LUMBER CO.
Buckhannon WEST VIRGINIA

Oak forests of fairly matured trees, bearing perfect acorns, occur in Northern Oklahoma, also Southern Kansas, and the tallest of the trees like exceed two feet in height.

(*See page 11)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)

Band sawn lumber, thick stock and timbers. The cutting of our northern oak is famous. Try it.

VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C & Bet. Oak, other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks [illegible] well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 12)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 18)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber
WARN LUMBER CORPORATION Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber, also Millwork, Finish, Trim and Oak Flooring
WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See pages 11 or [illegible])

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with [illegible] in the Scriptures and will be held in esteem by our children's children generations hence.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Nearby Demands for Furniture Woods

The whole United States draws furniture supplies from its Memphis region; but, naturally, the largest purchasers are the factories in neighboring states. Freight rates must always play an important part in lumber distribution and have much to do with determining markets. The three states occupying the Ohio valley—Ohio, Indiana, and Illinois—produce nearly one-third of the furniture of the United States. If Kentucky is included, the output is nearer one-third, as the following figures show, the data being board feet per annum used by furniture makers:

Illinois	**128,860,000 feet**
Indiana	**116,110,000 "**
Ohio	**46,560,000 "**
Kentucky	**19,716,000 "**
	311,246,000 feet

The total for the whole country is 944,677,000 feet.

Other markets which draw part or all of their furniture lumber from the Memphis district are Missouri, 28,165,000 feet; Arkansas, 22,917,000; Iowa, 7,352,000; Alabama, 6,985,000; Mississippi, 10,278,000; Louisiana, 8,385,000. Tennessee is a large customer.

There are no means of determining how much furniture lumber and veneer is shipped from the Memphis district to distant states, but the quantity would make a large sum if all the figures could be collected. It is known that lumber goes from Memphis to furniture factories in California, New England, Pennsylvania, and New York. It is found wherever high class lumber is wanted and where freight rates permit it to meet competition. It is frequently able to pay higher rates than are paid by its competitors, and still successfully meet competition because of its superior qualities.

(To be continued)

MEMPHIS

QTD WHITE OAK
30,000' FAS, 4/4"
215,000' No 1 C., 4/4"
40,000' Clear Strips, 1/4"
35,000' No 1 C Strips
PL WHITE OAK
45,000' Com & Btr., 12-4"
20,000' Com & Btr., 10-4"
10,000' Com & Btr., 8/4"
8,000' FAS, 5/4"
30,000' No 1 C., 5/4"
100,000' No 1 C., 4/4"
125,000' No. 2 C., 4/4"
PL RED OAK
24,000' FAS, 5/4"
50,000' No. 1 C., 5/4"
180,000' No. 1 C., 4/4"
175,000' No. 2 C., 4/4"
PL RED GUM
12,000' FAS, 4/4"
75,000' No. 1 C., 4/4"

QTD RED GUM
13,000' FAS, 4/4"
23,000' No 1 C., 4/4"
7,000' FAS, 8/4"
5,000' No. 1 C., 8/4"
SAP GUM
20,000' FAS, 4/4"
75,000' No. 1 C., 4/4"
13,000' FAS, 5/4"
32,000' No 1 C., 5/4"
38,000' No. C. & Btr., 6/4"
9,000' No 1 C & Btr., 3/4"
MAPLE
30,000' Log run, 12/4"
POPLAR
8,000' No. 1 C., 4/4"
18,000' No 2 C., 4/4"
6,000' No 3 C., 4/4"
ASH
15,000' No. 1 C. & Btr., 4/4"
10,000' No 2 C., 4/4"

PENROD-JURDEN & McCOWEN, Inc.
MEMPHIS, TENNESSEE

ASH

300,000 Feet 4-4" to 20-4" No. 2 Common and better

Special Widths and Lengths

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
60,000' 1s & 2s, 4/4"
30,000' Select, 4/4"
22,000' No. 1 Com., 3/8"
82,000' No. 1 Com., 4/4"
100,000' Strips, 4/4"
QUARTERED RED OAK
12,000' 1s & 2s, 4/4"
20,000' No. 2 Com., 4/4"
PLAIN WHITE OAK
13,000' 1s & 2s, 4/4"
43,000' No. 1 Com., 4/4"
20,000' No. 2 Com., 4/4"
PLAIN RED OAK
40,000' 1s & 2s, 4/4"
20,000' 1s & 2s, 5/4"
60,000' No. 1 Com., 4/4"
ELM
41,000' Log Run, 4/4"
34,000' Log Run, 8/4"
93,000' Log Run, 12/4"
25,000' Log Run, 16/4"

COTTONWOOD
150,000' Nos. 1 & 2 Com., 4/4"
20,000' Box Bds., 4/4"
CYPRESS
25,000' Sel. & Btr., 4/4"
90,000' Shop & Btr., 4/4"
95,000' Pecky, 4/4"
QUARTERED RED GUM
64,000' 1s & 2s, 4/4"
40,000' No. 1 Com., 4/4"
PLAIN RED GUM
15,000' 1s & 2s, 4/4"
37,000' No. 1 Com., 4/4"
12,000' No. 1 Com., 5/4"
SAP GUM
19,000' 1s & 2s, 5/4"
100,000' No. 1 Com., 4/4"
34,000' No. 1 Com., 5/4"
17,000' Box Bds., 4/4"
58,000' Panels, 4/4"
PLAIN BLACK GUM
16,000' Log Run, 4/4"

Stimson Veneer & Lbr. Co.

The Following Items Are Ready for Prompt Shipment

QUARTERED WHITE OAK
3 Cars 4/4" No. 1 Com.
1 Car 5/4" 1s & 2s
PLAIN WHITE OAK
5 Cars 4/4" No. 1 Com.
1 Car 5/4" No. 1 Com.
PLAIN RED OAK
1 Car 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
6 Cars 4/4" No. 1 Com.
4 Cars 5/4" No. 1 Com.
QUARTERED RED OAK
2 Cars 4/4" 1s & 2s
2 Cars 4/4" No. 1 Com.
QUARTERED RED GUM
3 Cars 4/4" 1s & 2
2 Cars 5/4" 1s & 2s
3 Cars 6/4" 1s & 2s
5 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
1 Car 6/4" No 1 Com.

SAP GUM
5 Cars 4/4" 1s & 2s
3 Cars 5/4" 1s & 2s
4 Cars 4/4" No. 1 Com.
2 Cars 5/4" No. 1 Com.
GUM BOX BOARDS
2 Cars 4/4" 13 to 17
2 Cars 4/4", 9 to 12
COTTONWOOD
2 Cars 4/4" No. 1 Com.
3 Cars 4/4" No. 2 Com.
ELM
3 Cars 12/4" Log Run
2 Cars 10/4" Log Run
2 Cars 4/4" Log Run
MAPLE
1 Car 16/4" Log Run
1 Car 10/4" Com. & Btr.
1 Car 6/4" Com. & Btr.
1 Car 4/4" No. 3 & Btr.
1 Car 10/4" Nos. 1 & 2 Com.

J. V. Stimson Hardwood Co.

Thoroughly Air Dried
QTD. WHITE OAK
30,000' FAS, 1/4", 6" & up
214,000' FAS, 3/4", 6" to 8"
258,000' No 1 C., 3/8", Reg. wdths.
334,000' No 1 C., 5/8", Reg. wdths.
43,800' No. 2 C., 3/8", Reg. wdths.
144,800' No. 2 C., 3/4", Reg. wdths.
QTD. WH. OAK STRIPS
25,000' FAS, 4/4", 4/4½"
13,000' No. 1 C., 4/4", 3/3½"
PLAIN WHITE OAK
137,000' No 2 C., 3/4", Reg. wdths.
PLAIN RED OAK
150,000' FAS, 5/8", under 14'
55,900' No 1 C., 3/4", Reg wdths.
PLAIN OAK
102,000' No 3 C., 5/8", Reg. wdths
82,000' No. 3 C., 3/4", Reg. wdths.
14,000' No 3 C., 4/4", Strips 1½" to 5½"

BLACK GUM
31,600' Strips, 4/4", 1½" to 4"
CYPRESS
53,750' Log run, 4/4", Random wdths and lgths
QTD. RED GUM FIG. WOOD
16,000' No. 1 C., 4/4", Reg. wdths.
QTD. RED GUM—Plain Wood
91,000' FAS, 4/4", Reg. wdths.
175,000' No. 1 C., 4/4", Reg. wdths.
PLAIN RED GUM
234,000' FAS, 4/4", Reg. wdths.
430,000' No. 1 C., 4/4", Reg. wdths.
SAP GUM
268,000' FAS, 4/4", Reg. wdths.
880,000' No. 1 C., 4/4", Reg. wdths.
26,955' No. 2 & 3 C., 3/8", Reg wdths.
980,000' No. 2 C., 4/4", Reg. wdths.
COMMON GUM
150,000' No. 3 C., 4/4", Reg. wdths.
LOG RUN COTTONWOOD
17,415' 4/4", Reg. wdths.

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr.
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel
RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No. 1 Com., Plain

22,500' 5/4" 1s & 2s, Qtd.
35,000' 5/4" 1s & 2s, Plain.
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No. 1 Com., Qtd.
33,000' 12/4" Qtd.
OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
15,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS, 6-12"
50,000' 4/4" FAS, 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.
PLAIN RED GUM
12,000' 2 8" FAS
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.

QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.
PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.
PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.
ASH
30,000' 5/4" No. 1 C. & Btr.
30,000' 5/4" No. 3 C.
MISCELLANEOUS
30,000' 6/4" Log Run Pecan.
40,000' 12/4" Log Run Maple.
30,000' 4/4" Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.
Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

PLAIN RED GUM
9,062' 4/4" FAS
182,035' 5/4" C. & Btr.
216,724' 6/4" C. & Btr.
9,830' 8/4" No. 1 Com.
QUARTERED RED GUM
21,933' 4/4" C. & Btr.
230,433' 6/4" C. & Btr.
168,785' 8/4" C. & Btr.
PLAIN SAP GUM
115,055' 4/4" C. & Btr.
243,432' 5/4" C. & Btr.
220,000' 6/4" C. & Btr.
QUARTERED SAP GUM
113,400' 6/4" C. & Btr.
194,140' 8/4" C. & Btr.
PLAIN RED OAK
44,290' 4/4" FAS
71,788' 5/4" FAS
115,000' 5/4" No. 1 Com.
93,000' 6/4" No. 1 Com

38,051' 6/4" FAS
63,540' 8/4" C. & Btr.
WHITE OAK
24,500' 4/4" FAS
34,215' 6/4" FAS
52,215' 8/4" C. & Btr.
12,655' 10/4" C. & Btr.
71,485' 12/4" C. & Btr.
45,560' 4/4" No. 1 Com.
23,425' 5/4" No. 1 Com.
78,980' 6/4" No. 1 Com
QUARTERED WHITE OAK
53,160' 4/4" FAS
28,085' 5/4" FAS
35,308' 6/4" FAS
43,595' 4/4" No. 1 Com.
16,280' 5/4" No. 1 Com.
73,080' 6/4" No. 1 Com.
ELM
115,032' 8/4" L. R.
53,470' 12/4" L. R.

GAYOSO LUMBER CO.
BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
63,000' 4/4" FAS.
21,000' 4/4" No. 1 C.
35,000' 5/4" FAS.
28,000' 5/4" No. 1 C.
PLAIN WHITE OAK
15,000' 4/4" FAS.
16,000' 5/4" FAS.
14,000' 5/4" No. 1 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS.
14,000' 4/4" No. 1 C.
SAP GUM
65,000' 4/4" FAS.
160,000' 5/4" FAS.
53,000' 6/4" FAS.
20,000' 8/4" FAS.
85,000' 5/4" No. 1 C.
26,000' 6/4" No. 1 C.
20,000' 8/4" No. 1 C.

SOFT ELM
50,000' 8/4" L. R.
100,000' 12/4" L. R.
POPLAR
40,000' 4/4" L. R.
PLAIN RED GUM
100,000' 4/4" FAS.
80,000' 4/4" No. 1 C.
QUARTERED RED GUM
(Sap No Defect)
50,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
225,000' 8/4" No. 1 C. & B.
100,000' 10/4" No. 1 C. & B.
TUPELO GUM
5,000' 4/4" No. 1 C. & B.
7,000' 5/4" No. 1 C. & B.
RED CYPRESS
20,000' 8/4" FAS.
15,000' 8/4" Selects.

Coulson Lumber Co., Inc.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"

SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½".
Rift Sawn No Defect
78,000' No. 1 Com. & Btr., 2".
Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3".
Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. R., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

PLAIN RED OAK
100,000' 3/8" FAS.
170,000' 1/2" FAS.
130,000' 5/8" FAS.
100,000' 4/4" FAS.
50,000' 4/4" Selects
100,000' 1/2" No. 1 Com.
50,000' 5/8" No. 1 Com.
3,000' 3/4" No. 1 Com.
150,000' 4/4" No. 1 Com.
20,000' 4/4" Wormy Oak
10,000' 3/4" Coffin Oak
30,000' 4/4" Coffin Oak
PLAIN RED GUM
10,000' 3/8" FAS.
3,600' 5/8" FAS.
150,000' 4/4" FAS.
45,000' 5/4" FAS.
30,000' 6/4" FAS.

60,000' 3/8" No. 1 Com.
12,000' 1/2" No. 1 Com.
150,000' 4/4" No. 1 Com.
30,000' 5/4" No. 1 Com.
50,000' 4/4" FAS. Figured Qtd.
30,000' 4/4" FAS. Qtd.
30,000' 8/4" FAS. Qtd.
50,000' 4/4" No. 1 Com. Qtd.
20,000' 8/4" No. 1 Com. Qtd.
SAP GUM
60,000' 5/8" FAS.
14,000' 8/4" FAS.
45,000' 4/4" Clear Strips
100,000' 4/4" No. 1 Com.
5,000' 8/4" No. 1 Com.
26,000' 4/4" No. 2 Com. & Btr.
1,200' 5/4" No. 2 Com. & Btr.
16,000' 6/4" No. 2 Com. & Btr.
100,000' 12/4" No. 2 Com. & Btr

Russe & Burgess, Inc.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"

35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

For immediate shipment

QUARTERED WHITE OAK
147,000' No. 1 Com. 4/4"
21,000' No. 2 Com. 4/4"
PLAIN RED OAK
58,100' FAS 4/4"
251,000' No. 1 Com. 4/4"
90,000' No. 2 Com. 4/4"
QUARTERED RED GUM
53,800' FAS 4/4"
46,500' No. 1 Com. 4/4"
50,000' FAS 5/4"
75,000' No. 1 Com. 5/4"
13,000' FAS 8/4"
12,500' FAS 12/4"
2,000' No. 1 Com. 12/4"

PLAIN RED GUM
30,000' FAS 5/4"
48,000' No. 1 Com. 5/4"
14,500' No. 2 Com. 5/4"
17,000' FAS 6/4"
13,000' No. 1 Com. 8/4"
SAP GUM
160,000' FAS 4/4"
115,000' No. 1 Com. 4/4"
121,000' No. 2 Com. 4/4"
183,000' No. 1 Com. 5/4"
86,000' No. 2 Com. 5/4"
93,000' FAS 6/4"
28,000' No. 1 Com. 6/4"
112,000' No. 2 Com. 6/4"

BELLGRADE LUMBER CO.

OAK
12M ft. 5/8" 1s & 2s Qtd. White.
14M ft. 4/4" 1s & 2s Qtd. White.
12M ft. 4/4" Sel. Com. 6" & up Qtd. White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft. 2" & wider No. 2 C. Stps. Qtd. White.
12M ft. 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
2M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.

120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
80M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
80M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
30M ft. 5/4" & 6/4" Backing Boards.
Little Rock Rates
Cairo, flat 15c, through 13c. St. Louis, flat 18c, through 16c. Chicago, 23½c. Louisville, 21c. Cincinnati, 23½c. Kansas City, 19c.
Mounds Rates
Cairo, 10c. Chicago, 19½c. St. Louis, 13c. Louisville, 16c. Cincinnati, 18½c. Kansas City, 19c.

BROWN & HACKNEY, Inc.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 8/4".
60,000 ft. No. 1 C. 8/4".

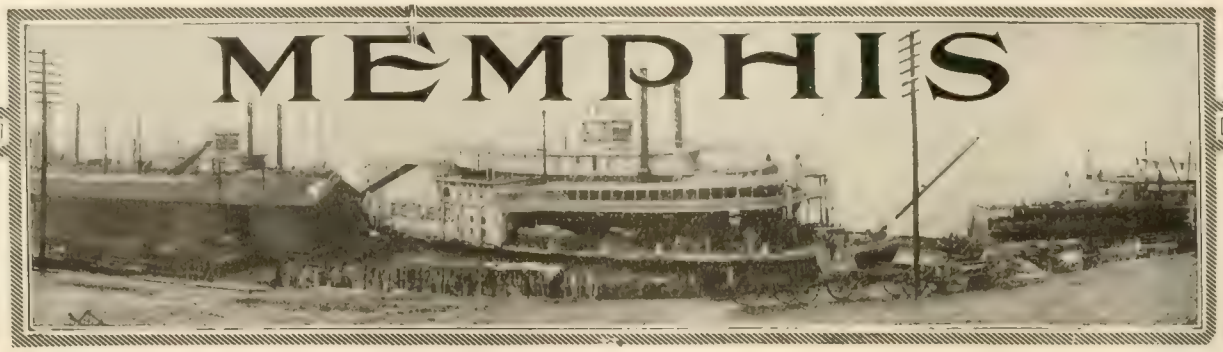
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS. 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS. 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.

PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No. 1 C.
25,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

GEO. C. BROWN & CO.



The following are in regular widths and lengths

9,000′ Clear, 4/4″, 2½ to 5½″, 8 to 16′, 12 mos. dry
9,000′ FAS, 5/4″, 14 mos. dry
5,000′ FAS, 6/4″, 8 mos. dry.

PLAIN RED OAK
42,000′ FAS, 5/4″, 12 mos. dry
35,000′ No. 1 C., 5/4″, 12 mos. dry
8,000′ No. 1 C., 6/4″, 4 mos. dry

PLAIN WHITE OAK
8,000′ FAS, 5/4″, 6 mos. dry
9,000′ No. 1 C., 5/4, 6 mos. dry
4,000′ No. 1 C., 6/4″, 4 mos. dry

RED GUM
12,500′ FAS, 4/4″, 2 mos. dry
13,000′ No. 1 C., 4/4″, 2 mos. dry

SAP GUM
11,000′ FAS, 8/4″, 2 mos. dry
4,500′ No. 1 C., 8/4″, 2 mos. dry

PLAIN RED OAK
21,000′ FAS, 6/4″, green
42,000′ No. 1 C., 6/4″, green
12,500′ FAS, 8/4″, green
6,000′ No. 1 C., 8/4″, green
15,000′ FAS, 3″, green

PLAIN WHITE OAK
8,000′ FAS, 6/4″, green
22,000′ No. 1 C., 6/4″, green
3,000′ No. 1 C., 8/4″, green.
9,500′ FAS, 3″, green
5,500′ No. 1 C., 3″, green

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Regular Widths and Lengths

ELM
1 car L. R. 4/4″ 5 mos. dry
1 car L. R. 12/4″ 5 mos. dry

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2 cars No. 1 C. & Btr. 6/4″ 9 mos. dry

PLAIN RED GUM
2 cars No. 1 C. & Btr. 6/4″ 9 mos. dry

HICKORY
5 cars L. R. 4/4″ 5 mos. dry
5 cars No. 1 C. & Btr. 6/4″ 2 mos. dry
5 cars No. 1 C. & Btr. 8/4″ 2 mos. dry
6 cars No. 1 C. & Btr 12/4″ 2 mos. dry
4 cars No. 1 C. & Btr 16/4″ 2 mos. dry

PLAIN WHITE OAK
2 cars FAS 4/4″ 10 mos. dry

QUARTERED WHITE OAK
1 car FAS 4/4″ 8 mos. dry
4 cars Select 4/4″ 14 mos. dry

PLAIN RED OAK
2 cars FAS 4/4″ 15 mos. dry
4 cars FAS 5/4″ 10 mos. dry

QUARTERED RED OAK
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MAPLE
5,000′ No. 2 C. & Btr., 8/4″
5,000′ No. 2 C. & Btr., 10/4″
45,000′ No. 2 C. & Btr., 12/4″
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100,000 ft. 4/4″ F. A. S.
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30,000 ft. 5/4″ F. A. S.
100,000 ft. 5/4″ No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4″ F. A. S.
30,000 ft. 6/4″ No. 1 Com.
20,000 ft. 8/4″ F. A. S.
30,000 ft. 8/4″ No. 1 Com.

SAP GUM
100,000 ft. 6/4″ No. 1 Com.
50,000 ft. 6/4″ No. 2 Com.
30,000 ft. 4/4″ No. 1 Com.
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20,000 ft. 8/4″ F. A. S.
25,000 ft. 8/4″ No. 1 Com.
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15,000 ft. 4/4″, 11″ & up, F. A. S

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40,000 ft. FAS, 5/4″, 6″ & up
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ELM
60,000 ft. Com. & Btr., 16/4″

QUARTERED RED GUM
150,000 ft. Com. & Btr., 4/4″
100,000 ft. No. 1 Com., 8/4″

PLAIN RED GUM
180,000 ft. No. 1 Com., 4/4″ & 5/4″

QUARTERED SAP GUM
75,000 ft. Com. & Btr., 8/4″

PLAIN SAP GUM
130,000 ft. FAS, 5/8″
300,000 ft. FAS, 4/4″, 13″ & up
25,000 ft. FAS, 5/4″, 14″ & up
115,000 ft. Pan. & No. 1, 4/4″, 18-21″

MAPLE
100,000 ft. L. R., 5/4″
100,000 ft. L. R., 6/4″ & 8/4″
70,000 ft. L. R., 12/4″

QUARTERED WHITE OAK
55,000 ft. C. & B., 4/4″, 2½ to 5½″
75,000 ft. FAS, 5/4″ & 6/4″, 60% long
100,000 ft. No. 1 C., 4/4″, 90% long

PLAIN WHITE OAK
100,000 ft. No. 1 C. & B., 8/4″, 50 to 60% long
200,000 ft. 1 & 2 C., 4/4″, 50% long

PLAIN RED OAK
125,000 ft. No. 1 C., 3/4″, 50% long
125,000 ft. No. 1 C., 4/4″, 60% long
350,000 ft. 1 & 2 C., 4/4″, 60% long

S. W. OAK
75,000 ft. No. 1 C. & B., 4/4″

PLAIN OAK
275,000 ft. No. 3 C., 4/4″

SYCAMORE
180,000 ft. C. & B., 5/4″

WILLOW
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12,000′ 4/4″ Clear Strips, 5-5½″
57,000′ 4/4″ Com. Strips, 1½-4″
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PLAIN WHITE OAK
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36,000′ 5/4″ FAS.
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63,000′ 8/4″ FAS.
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PLAIN RED OAK
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103,000′ 5/4″ FAS.
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48,000′ 4/4″ No. 1 Com.
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39M ft. 1 1/16x2" No. 1 Maple Flooring.
33M ft. 1 1 16x2" Clear Maple Flooring.
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500M ft. 5/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Beech.
150M ft. 6/4 No. 3 Elm.
150M ft. 6/4 No. 2 Common & Better Elm.
10M ft. 8/4 No. 1 Common & Better Elm.
40M ft. 10/4 No. 1 Common & Better Elm.
40M ft. 4/4 No. 2 Common & Better Ash.
30M ft. 4/4 No. 3 Common Ash.

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Manufacturers of

Hardwood Lumber

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Flooring stamped M. F. M. A. insures quality

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Hardwood Lumber

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Lower Peninsula
MICHIGAN MAPLE

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WE SPECIALIZE IN DIMENSION STOCK

JAMES C. COWEN, Chicago Representative

The STEARNS SALT & LUMBER CO.
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HEART of the finest HARDWOODS

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High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

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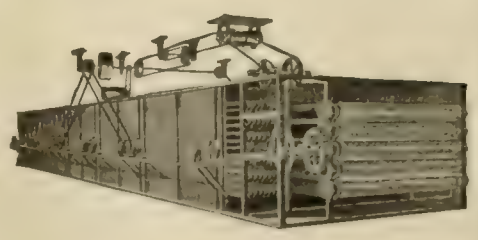

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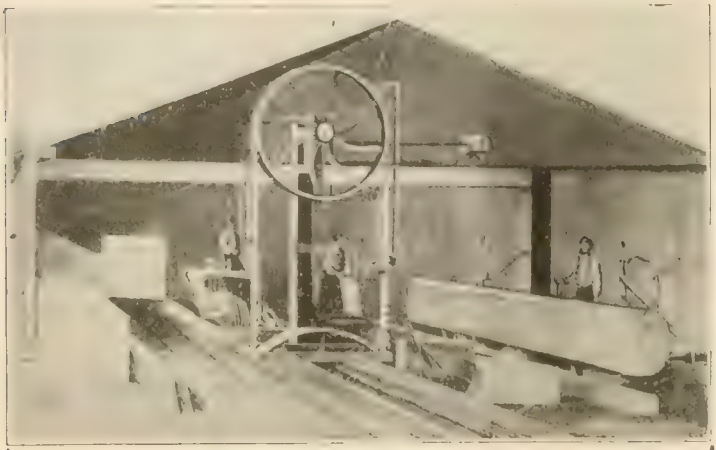

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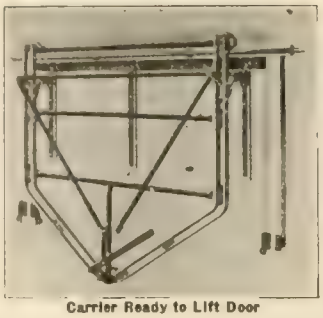
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SAVE Heat, Time, Trouble, Money
by using the
Door Carrier System
THOUSANDS ARE IN USE
THEY OPERATE PERFECTLY
on doors of any size, on
OLD OR NEW KILNS
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Tell us to quote you. Then wire us to ship.

Beaumont Lumber Co.
BEAUMONT, TEXAS

Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Review and Outlook

General Market Conditions

WITH THE NEW YEAR'S RETURN OF NORMAL BUYING still sluggish, conditions reveal a more pronouncedly war market. The trade is effecting a continually closer organization in behalf of the government's effort to supply itself adequately with forest products and the result is a growing percentage of lumber production shipped for war work. There are still conflicting reports of the probable fate of the so-called "non-essential" industries, but the tendency of the government seems to be to gradually absorb the non-essential lines in the work directly in line with war preparations. Thus there is no disturbance in manufacture or raw material requirements.

Of course in many cases there might be a switching about in lumber needs, as most items of war equipment would call for entirely different materials than those going into the manufacture of commercial lines which factories so converted have been turning out. This government policy is gratifying and heartening, and if kept up and expanded with sufficient rapidity to meet the government's own requirements should eliminate the menace of enforced curtailment of non-essential manufacturing capacity.

There may be room for concern though in a comparison of figures which show a contemplated expenditure of some nineteen billions of dollars for the year, whereas the total value of manufactured products in this country last year ran only into the twenty billions. If the government really spends that much money in one year it will require manufacturing facilities enough to offset it. With manufacturing facilities represented at twenty-four billion dollars' production, and with the government immediately requiring nineteen billion dollars of production, the question is where will the producing capacity come from except by cutting out industries that are not directly in line with the war work? Whether or not the process of gradual absorption will prove equal to the occasion remains to be seen.

Reflection of conditions having to do immediately with the hardwood market shows the outstanding features to be increased in strength in almost all items in thick stock, with box and crating material in the lead. The box people are ready buyers of almost any material which will meet their needs, whereas manufacturers of war specialties are taking on immense quantities of the cuts which their specifications demand. At the same time the normal output is being taken up in fair shape in commercial and other channels, and the tone of the whole market is exceptionally strong, with prices continuing their forward trend, or at least, holding a very firm level. Of course, it is obvious that the present situation in commercial buying figures would not stand firm were the influence of large volume of shipments of war work not so direct a factor.

Reports are rather discouraging from the South as covering future mill production, as growing difficulty in getting in logs has already caused the shutting down of a number of operations. It is confidently expected though that with government control of shipping there will be a more uniform distribution of cars, which will effect a considerable improvement in this situation.

In the North, where the main dependence is upon good sledding roads, the outlook is favorable so far as log input is concerned, the probability being that there will be a considerably larger production than had been anticipated. With the prospect of all of this lumber moving out promptly and at good prices northern manufacturers are in a cheerful mood.

The many mid-winter meetings in the hardwood trade, which will practically cover the entire manufacturing industry, will be of momentous importance this year, as they will tend not only to reveal the true conditions of stocks, sales and prospects, but will help to better shape policies to meet rapidly changing conditions. With these meetings coming at a time when there is considerable uncertainty as to values, and with the probability of values becoming important features of the discussions, the outlook is that the tendency of trade will be towards greater strength rather than towards disorganization.

An Eye Opener

IT TOOK WAR TO OPEN THE EYES of the government to the fact that trade associations are of some account after all. During the past few years, and until recently, government officials considered it their duty to watch associations as if they were bands of burglars planning robberies. Lumber associations, in particular, had occasion to know with what suspicion the government regarded them. Their business meetings were considered as little less than conspiracies to rob the public; and the threat of prosecution was perpetually hanging over such bodies. Expensive and extensive investigations were carried out, particularly in the lumber industry, in a search for proof that such associations were trying to fix prices and control trade. It is an old and familiar story.

The war cleared the air very quickly. The government suddenly found itself in need of enormous supplies, and it did not take long to find out that the supplies must be procured by dealing with associations, rather than with individuals and single companies. It was discovered that the associations which had been so long under suspicion were pretty good things after all. They alone were able to give the help that was sorely needed. The charge that such

bodies were organized for the purpose of fixing prices and robbing the buyers were no longer heard.

Associations have won a great moral and business victory. They have justified their existence and their methods; and this is being acknowledged by the government. It is glad to come to them for help, and it is fortunate that the help is forthcoming. In all probability, government hostility toward legitimate trade associations has been killed forever. Better acquaintance was all that was needed to bring about the change. The government had long looked for an enemy in such associations and had failed to find it; but when it needed a friend it did not need to look twice before finding the most substantial friend it has discovered in the course of this war. The government could not have procured the needed timber for war uses if it had not gone directly to lumber associations to get it, and thus it has been a great victory for the combination plan. There is power and efficiency in organization, and the government's former hostility and suspicion have been changed to approval and thankfulness. The little politician who spent his time trying to smell out something rotten in the lumber industry has lost his job, thanks to the war.

Timber for Ships

SOMETHING IS WRONG SOMEWHERE with the shipbuilding program. It is charged that timber for shipbuilding cannot be had in time or in sufficient quantity and that the wooden ships cannot be had and steel must be substituted. In the face of the bureaucratic muddling and the incompetence shown in the attempts to supply guns and clothing for the armies, a person is excusable for believing that the trouble in the ship program is not due to lack of material but rather to lack of executive ability in some of the bureaus that have the matter in charge. There is plenty of suitable timber in the United States for all the ships wanted by this country for the next hundred years. If this timber shall not be put to use there is poor management somewhere. There may be differences of opinion as to where the fault lies, but it does not lie in the timber supply in the forests, and it is difficult to believe that it lies with the sawmills or with the lumbermen. There are 40,000 sawmills in this country and plenty of men to operate them, and it sounds suspicious to be told that the wooden ship schedule cannot be put through for want of timber.

Too much red tape is probably what is the matter; too much incompetence where it can do the most harm; too many people on the job who are too little for the job; and too little elbow room for those who could make business move if they had half a chance.

The Great Experiment

ONLY A TRIAL WILL DETERMINE whether government operation of the railroads will accomplish what is expected of it; but there is reason to believe that improvement in transportation will soon appear. So far as the lumber situation is concerned, the first betterment may be expected in the breaking of embargoes which have so greatly interfered with shipments. The government has power to do that, where separate railroad companies were helpless. The railroad dictator can take cars from anywhere in the United States and rush them to the points where needed worst. He will not have to ask permission of anybody. Individual companies had not that power. No road could take another road's cars without bargaining for them, and the process of reaching an agreement was slow and difficult, while the congestion continued and the embargo remained.

Most embargoes have been in the East where traffic is heaviest and the supply of cars inadequate. It may be expected as one of the first moves by the dictator that the congested areas will be supplied with more cars. The car supply will be shifted from place to place where most needed, and individual railroads will have no say in the matter.

A good point in the arrangement is that the trained officers and employes of the various roads will remain at their present posts. This guarantees competent management and labor. They will work under the dictator's general orders, but otherwise their duties will remain about the same as before.

Danger that transportation will be tied up by strikes has been lessened. If there are strikes, the government will have to deal with them. It may be expected to deal justly with the demands of employes, but it will see to it that the wheels do not stop. If a foolish and stubborn strike should undertake to tie up the roads, trains would be run by military force, just as airplane stock is now being cut by military force on the northern Pacific coast.

The question of priority shipments, or the regulation of transportation of essentials and non-essentials, can be better handled by the dictator than by the roads separately. The government has a sympathetic and friendly public at its back in this experiment of managing the railroads, and that will make the task easier. Most of the roads are not averse to having the government take control and assume financial and other responsibility in these times of trouble. If it is a step toward government ownership of railroads, it is a very short step, and there is no reason to believe that it will be followed by any other step in the same direction.

Conscription of Property

THERE HAS BEEN TALK that the government may and should conscript property, the same as it conscripts men for the armies. Sawmills, railroads, and coal mines have been mentioned often in this connection. There is no question of the government's power, under the law, to take possession of property and use it to help carry on the war; but there is question of the wisdom of doing so, except when the emergency is urgent and great.

The conscription of producing properties and taking them out of the hands of their owners and managers is impracticable and would border on business folly in most instances. The government is not in a position to assume their management because it has no staffs competent to operate them, and after seizing such properties it would be under the necessity of arranging with the present owners to go on operating them; and in doing that it would have to make terms which would enable the management to provide working capital, satisfy wage-earners, make improvements, repairs, and replacements; for without these the properties could not maintain the high standards necessary to meet the government's demands.

To take over private property to be operated for government purposes would involve taking over the managers also and having them carry on the work on account of the government, but this is precisely what the managers are now doing, while keeping possession of their own properties; and experience has shown that, as a general rule, the most satisfactory results are obtained under private management of industry. It gives an incentive to individual effort, promotes progress, and stimulates efficiency.

The seizure of property by the government would neither put money in the treasury nor increase the supply of such articles as the government needs. Some advocate that the seizure take the form of increased taxes; but a tax so heavy that it could not be paid out of current earnings would reduce the working capital of industries at a time when they need it all in order to produce to the utmost. To meet such a tax they would be compelled to borrow, thereby impairing their credit, and they might be forced to sell their property at a time when there are few buyers. That would produce panic at a time when the highest confidence and greatest efficiency are needed. The country's salvation in this war depends upon the greatest industrial output, and any policy that would disturb this, or lessen it, would be injurious and unwise. It ought not be attempted except as a last resort.

It is your duty to yourself, your industry and your country to attend the winter meeting of your association. The nation's industry is against the test; the lumber industry is vital to our country's future. But the problem of its complete mobilization in the national cause and of the equally important task of guarding against uncertainties that might vitally affect it must be solved by you. These meetings give the fortunate means and at the psychological time.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

The first government order received by the Northern Hardwood Emergency Bureau was for 122,000 feet of red birch, so-called, by the government, to be used in making gunstocks. About 400,000 feet of this material is understood to have been purchased by the ordnance bureau on the recommendation of the director of lumber. It will be used if necessary when there is a temporary shortage of black walnut owing to muddy country roads in winter. There is no intention to replace walnut by birch as gunstock material. There is an ample supply of walnut, but there may be temporary shortage owing to the difficulties of rural transportation.

The Northern bureau will distribute its birch order among its members as other lumber emergency bureaus have been doing with orders placed with them by the government. The remainder of the 400,000 feet of birch, which is said to be sufficient to make 50,000 gunstocks, was placed in a number of orders with lumber concerns in Chicago, Buffalo, Philadelphia and other cities. The material is thoroughly dry and therefore can be used immediately. It is 2½" stock, 8" and wider, 10' and longer, common and better.

It is stated that the Southern Hardwood Emergency Bureau has handled orders since Mr. Pritchard came here, for 2,500,000 feet of lumber for various purposes.

H. A. Webster, representing the War Service Committee of the veneer and panel industry, has taken room in the southern hardwood bureau offices. The industry is reported to be not yet fully organized for war service and complete information is not at hand as to what will be wanted of it.

The walnut and pine industries are believed by lumbermen in touch with both of them to be better organized for war work for the government than almost any other industry of the country. The pine people and hardwood bureaus are reported to be giving real service to the government.

Experts are busy with airplane specifications with a view to reducing the number of parts and different kinds of materials needed for the construction of air machines. The standard signal corps machine requires thousands of parts including screws and nails, and excluding them and the engine, 200 parts are required even if built-up sections be taken as a single part. Among other things 57 square feet of veneer, 244 feet of spruce, 58 feet of pine, 31 feet of ash and 1½ feet of hickory are required.

Major Charles R. Sligh of Grand Rapids, Mich., who was formerly in charge of the wooden section of the signal corps in connection with the production of airplanes, is to appear before the Senate military committee in connection with the investigation of the signal corps and the aviation program to tell what he knows about the wooden end of the job of furnishing airplane materials.

It is reported that the Grand Rapids Airplane Company and the St. Louis Aircraft Company are to get, if they have not already gotten, government contracts for airplanes.

There has been so much trouble about transportation that certain lumber concerns and woodworking plants are reported to have adopted the plan of not cutting stuff unless assured of cars to ship it in. Some concerns have had so much difficulty getting materials and shipping products that they fear they are considered unessential.

Prospective Lumber Demand

Under government railroad operation it is predicted that a great many freight cars will be built, which should increase the demand for lumber. Several bills have been introduced to provide for large fleets of government-owned freight cars and several hundred million dollars may be expended in this way.

Another government demand for lumber is in sight as a result of reports that $50,000,000 is needed to build barges for handling freight on the inland waterways and coastwise waters of the country. President Wilson and the shipping board are taking up this matter, with a view to relieving the railroads.

The Baltimore depot warehouse, Aberdeen, Md., army artillery proving ground, Arcadia, Fla., aerial coastal station, Raritan River ordnance depot, and various other new government military construction projects have been absorbing millions of feet of lumber from the pine bureaus.

Government housing operations are being taken up in earnest. Administration officials have drafted bills for submission to this Congress authorizing the expenditure of government funds to provide houses for workmen employed in ship yards, munition factories, and other war production establishments. It is proposed to create a housing commission which will co-ordinate with the needs of the war, navy and shipping board in the matter of housing. The shipping board alone needs $35,000,000 to provide living quarters for shipbuilding workers.

The construction of houses here for government employes is rumored, also the construction of more big buildings for the government departments and of $90,000,000 worth of warehouses and munition plants for the ordnance department at various localities. So zealous have lumbermen been in shipping material for government construction that too much lumber has been shipped here for building the War Annex. As it has been bought and the freight and hauling charges on it paid by the contractor, the government will reimburse him.

Retail lumbermen from Philadelphia, Newark and other eastern points have been here recently talking with Mr. Edgar of the Council of National Defense and the Federal Trade Commission regarding their costs and prices on lumber bought by Uncle Sam for emergency uses. The retailers are reported to ask $20 per 1,000 feet more than the manufacturers' bureaus have been selling to the government for. The price paid will be based largely on the cost, it is understood, and that is why the retailers have been referred to the trade commission, which is studying costs in the lumber trade.

Many million dollars more for aviation, the construction of aviation fields, schools and stations, and of airplanes for guarding the United States, the Panama Canal and American insular possessions are asked of Congress by Secretary of War Baker in a recent estimate. Millions of feet of lumber will be ordered for these purposes when the proposition is approved by Congress.

The United States Employment Service is being utilized to obtain many lumber workers and wooden ship builders, it is announced.

Secretary of War Baker in his report for the last fiscal year says that 450,000,000 feet of lumber was bought for the national army cantonments. "Standardization of sizes saved from $5 to $6 per 1,000 feet on lumber and a further saving of from $3 to $11 over prevailing prices was effected by the lumber subcommittee of the Council of National Defense."

The report of the quartermaster general shows that during the last fiscal year he purchased 5,250 handles and 40,000,000 tent pins and nearly 4,000,000 tent poles.

Wooden Ship Matters

There have been developments of interest to lumbermen generally in connection with the shipbuilding situation recently. The Senate committee on commerce has been holding hearings in an investigation of the shipping program and of the shipping board. After several officers of the board on the witness stand banged the lumbermen, and especially the southern pine manufacturers, for alleged shortcomings in the matter of contracts for wooden ship material, Chairman Hurley of the board announced that he favored building wooden ships and he is boss; it was learned that contracts for thirty more wooden ships are under negotiation in

the shipping board; Theodore Ferris, naval architect of the board, stated that he always found the lumbermen helpful in co-operating, and that he believed and hoped that wooden ships would continue to be built, owing to the war emergency. F. L. Sanford of Zena, La., submitted facts to the committee showing that the southern pine men, not only had not fallen down on the job, but had been shipping material ahead of the time required.

Mr. Sanford made a good impression upon members of the committee, some of whom admitted that they had not been fuly advised before. Mr. Sanford said that he did not think the charges were made with a view to shifting the blame for the delay upon lumbermen, but because those making the charges were not well informed as to just what the lumbermen had done. He then reported in detail the enormous amount of work done by the lumber men in forwarding the shipbuilding program.

The board and the fleet corporation were recently sued by the National Timber Company of Mobile, of which Mr. Eichberg is reported to be the controlling factor, for alleged breach of contract on which account $121,000 damages are sought in a District of Columbia court. The suit says that the National Timber Company got a contract August 3 for a quantity of oak timber to be used in place of pine in government wooden ships, which order was canceled August 21 without valid reason and after the company had spent several thousand dollars in preparatory work. The unofficial answer of the shipping board authorities is that about that time there was another change in the wooden ship plans and specifications, when it was decided not to substitute oak for pine. The reason, it is said, was that marine architects thought the greater weight of the oak would disturb the equilibrium of the ships as originally planned to be built of pine.

Boxes Preferred for Butter

Owing to the shortage of stave material and transportation problems many creameries are having difficulty in securing butter tubs. The United States food administration recommends that boxes be used in place of the familiar tub where box materials are readily obtainable. Butter can be packed in boxes at about one-third of a cent per pound less than in tubs. Boxes ship as well as or better than tubs, and trade prejudice is the only reason they are not more generally used. No doubt there will be quite a quantity of butter required by Great Britain through the coming season and the British much prefer the boxes to tubs. The food administration is very desirous that all creameries and butter factories co-operate to the fullest extent possible in the use of boxes in order to relieve the butter tub shortage.

Airplane Factory At Work

The naval aircraft factory erected at the Philadelphia navy yard is completed and in operation. This plant, which covers three acres, was begun in August, the structure completed in November, machinery installed and the keel of the first flying boat was laid ninety days after building work was begun. The plant, with equipment, cost about $1,000,000.

The plant now needs 2,000 skilled workmen to operate at capacity. Almost every type of craftsman can help in some of the many kinds of work necessary to make seaplanes. Machinists of all kinds will be needed to make and assemble the parts.

There is very skillful woodwork to be done in creating a flying machine, so there is a keen demand for cabinet makers, pattern makers, boat builders, joiners and millmen of all kinds. Women can sew the covers on the wings and perform some of the lighter woodworking operations. It is expected that, owing to war conditions, several hundred women will be employed. A good many laborers will also be required.

The need is urgent, and it is hoped that hundreds of skilled workmen will register at the Board of Labor Improvement at the Philadelphia navy yard for work.

This factory will not only produce a portion of the aircraft needed by the navy, relieving other manufacturers for army work, but will enable the navy to conduct experimental operations without clogging the wheels of production in private plants and to ascertain the costs of aeroplane construction, which will aid in the adjustment of prices of aeroplanes.

Wood for Fuel

Wherever it is at all practicable the State Fuel Administrators are doing all that is possible to popularize the substitution of wood-fuel for coal; and this has been found to afford striking and much needed relief in many states. Harry Flood Byrd, state fuel administrator for Virginia reports that while the fuel situation in that state is critical there has been no actual suffering and no important industries have had to discontinue operations. After conference with the state highway commissioners and the superintendent of the penitentiary, it has been decided to utilize the thirty convict camps located throughout Virginia for the purpose of cutting fuel wood for public consumption and to relieve the coal pressure.

No charge will be made for the labor of the convicts, and the distributions of the wood will be made through the local commissions to the poor of the different communities. The cost will not exceed $2 a cord and one cord of wood is equivalent of half ton of coal. If the experiment proves successful each camp will be instructed to cut 100 cords of wood making 3,000 cords in all. If this work does not seriously interfere with the work on the public roads it is probable that much more will be cut later.

Indiana, through its state fuel administrator, Evans Woollen, has been making a vigorous campaign for the substitution of wood for coal; so vigorous that in many of the counties the fuel administrator and the coal dealers are refusing to sell coal to farmers when it is known that they have an available supply of fuel wood. There are three campaigns on in Indiana, each urging the use of wood for fuel. The state forestry department is giving the matter attention and showing not only where wood may be obtained, but also issuing instructions as to how coal burning stoves may be made to burn wood with little expense for alterations. The Boys Working Reserve is responsible for the organization of many "saw buck clubs" among the boys of the rural schools. These are in addition to the campaign of the state fuel administration which has two phases; general educational publicity and more definite and specific work through the county fuel administrators.

Officers Appointed

The Adjutant General of the Army has announced the appointment of Carl A. Libbey of the Hammond Lumber Company, Eureka, Cal., as first lieutenant, Engineer Reserve. A number of additional assignments of officers to the 20th forestry regiment have recently been made.

Personal Mention

Joseph O'Neil of St. Louis has resigned from secretaryship of the lumber director here and gone home. E. A. Smith of New Orleans took his place.

Charles Edgar of the lumber director's office returned from Hot Springs, Ark., where he attended an annual meeting of the Wisconsin & Arkansas Lumber Company.

With the beginning of the year's operations many lumbermen who have been here on government business are back from holiday trips. Mr. Pritchard came back from Memphis, Roy H. Jones of the Northern Hardwood Emergency Bureau from New York, H. A. Taylor and C. H. Worcester of the lumber director's staff from Buffalo and Chicago, respectively.

Gen. L. C. Boyle is planning to open an office here and make the national capitol his headquarters in looking after lumber interests before the trade commission and other branches of the government.

Fish Shows Great Activity in New Bureau

Frank F. Fish, secretary of the National Hardwood Lumber Association, has sent letters to about 2,700 manufacturers or owners of hardwood lumber in the United States, acquainting them with the regulations governing the methods of the War Service Bureau in purchasing hardwood lumber for the government's war needs. Nine hundred of Mr. Fish's letters went to members of his association and 1,800 to hardwood lumbermen not members of the association.

The bureau confines its activities to material intended for the United States government or its allies; and it deals with manufacturers of hardwood lumber, or with owners of such lumber. The circular accompanying Mr. Fish's letter enters into the methods and procedure to be followed in selling to the government and in the distribution of orders among those prepared to supply material. Provision is made for keeping tab on the kinds, quantity and location of available lumber, so that the government may at all times be informed of stocks, and so that orders can be filled promptly.

Price quotations by the bureau on specific inquiries or requisitions shall show:

(a) The name of the manufacturer or manufacturers by whom the shipment is to be made, to be furnished within three days after placing of orders.

(b) The point from which shipment is to be made (or respective points of shipment in case more than one is involved).

(c) The price per M feet on each item f. o. b. at such point or points of shipments.

(d) The tariff rate to point of delivery specified.

(e) The estimated weight of the material of each specification.

(f) At the election of the manufacturer, or when requested by the director, the price delivered at destination. (Quotation of delivered price does not alter necessity of disclosing point of shipment and freight rate, since the source of supply in relation to car supply and price must enter into the question of approval.)

Hitting the Sawdust Trail

Waiting for Business

As I visited the various operators in the big cities and the manufacturing districts the past two or three weeks, I found business has been very peculiar. On account of the lack of cars many operators are not trying to sell anything because they cannot promise delivery. Government orders, of course, with a priority ticket, are being taken care of, as Uncle Sam, in his own way, if he considers he wants a car he gets it. I was talking to one operator recently who made a special appeal and got a bunch of cars, but before they could load the cars, Uncle Sam's right of way man came along and said these cars belong to Uncle Sam, and bang go the cars.

However, everybody is looking forward to benefiting from the elimination of priority orders, and the letting up of the stormy weather will help business, and there is scarcely anyone who does not believe that 1918 will consume as much lumber for manufacturing purposes as under ordinary circumstances, with the possible exception of the sash and door trade, and I think we will wake up some morning and find that the cities will begin a speculative building game. It may be a few months and it may be only a few days when spring opens up.

By looking at the bank statements, the indications are that in the large centers the deposits periodically drop, but that is an indication in most cases of utilizing cash for stock in hand and stock en route, and this reminds me further that stock en route and stock in the yard, ready for shipment, has tied up a good deal more money than people imagine. Last spring when we figured what would come to us, the actual laxity in the movement of lumber due to lack of motive power, we discussed the matter with several bankers, and they at that time figured on being in shape to take care of their customers because of the then depleted car supply.

Car Shortage Costs Money

In checking up the annual statements, several things have developed to show that most people did not have any cost sheet. The overhead and handling bills have increased because of not being able to maintain a full log supply to keep the mill running on regular schedule, and in this connection must be considered the impossibility of getting an adequate supply of cars, particularly box cars. These conditions have resulted in various losses, which are added to the regular expense account, such as the regular inspection force—men who draw from $125 to $200 per month, who have nothing to do; then, too, when the mill is not running steadily, the best pilers and the men of long experience get scattered. Naturally, there isn't so much work for every one, and the men do not have regular work in their proper position where they had a particular niche to fill in the handling of lumber, which all adds to the cost.

This shows up pretty clear in one place, and that is oak, where the present prices, with the exception of thick oak and car material, are not what they should be. It costs many mills from $2.50 to $3 to yard this lumber, and it shows a big increase over a year ago. Somebody has got to pay for this. It seems that the oak folks in many cases have overlooked this as they have paid the money out, and it lowers the margin of profit. Of course, the car stock and thick lumber has been in unusual demand, and the prices advance accordingly, but FAS plain oak, for instance, or even quarter-sawed oak, is selling entirely too cheap. Of course, there is not much demand for quarter sawed material, but I do not think there is much stock. There are a lot of people who quit quarter-sawing. Sooner or later someone will wake up and find that firsts and seconds are in good demand.

Concerning the Wisdom of Knowing What You Should Cut

There are a lot of folks who went to sleep on their rights this past fall, although Hardwood Record particularly has been proclaiming from the housetops that prices were too low, that there was a big demand, and that there would be a larger demand. This is particularly true of the large number of orders for green stuff. Several operators were discussing the situation of the future, after this unusual government demand slacks up a bit for thick lumber and the result. You are taking a gambler's chance probably in letting your stock run lopsided to thick lumber, but this demand will keep up for some time yet unless the allied governments know a great deal more than the plain citizens do, and the war is to be over within a short time.

The more development there is in the airplane and shipbuilding, the more clear it becomes to the hardwood operators that the original idea that little hardwoods would be utilized has turned out to be a myth. In the first place, more walnut is being bought and used than ever before. Of course, they are losing a great deal of time as to what they are going to use because of the necessity for a lot of red tape in order to get appropriations through, not only in Congress, but after the money has been put to the credit of the department, the specifications checked, and even after contracts have been awarded. The veneer demand, for instance, in checking up the list of stock to be figured on, shows a demand for 400,000,000 surface feet to be utilized for ships alone. Local planing mills and sash and door and panel plants should get mighty busy on this stuff. The facts are this is a Godsend to the sash and door fellows who have been running short on business for quite a while.

An Enterprising Hardwood District

Helena, Ark., U. S. A., located on the Mississippi river, with transportation facilities not excelled by any internal manufacturing town, including the Yazoo & Mississippi Valley R. R. (I. C. R. R.), St. L., I. M. & S. and M. & N. A. railroads, has more real timber adjacent to it than practically any other hardwood manufacturing town in the South. It has become such an active center that they have decided they would present their card to the consumers of hardwood through the columns of Hardwood Record. The first card is in this issue on another page. They will tell from month to month all about their timber facilities, and the fact that they are manufacturing more lumber, veneers and wood products and more varieties than any other market west of the Mississippi river. Like everybody else in the South they are affected more or less by the short equipment of the railroads in the Southwest, yet they have been able during this unfortunate car situation to take pretty fair care of their customers. The variety of the product of 150,000,000 feet of logs cut annually—lumber, veneers, box material, cooperage stock, both tight and slack, veneer panels, etc., makes it a most desirable market for the large buyer to be in touch with, and a visit to Helena will convince any one that it has become some lumber market, with its nine sawmills, six cooperage stock operations, six veneer plants, four box factories and two hoop mills.

We had hoped to use a picture of Helena, but an illustrated story at a later date will tell more of how the plants in that section are located at Helena and West Helena. Within a hundred miles east and west there are a hundred hardwood mills that ship logs from the North, West and South, and some logs are shipped in from the East. While gum and oak predominate, ash, elm, hickory, cottonwood, cypress, holly and almost every hardwood grown in the South can be had, and is manufactured in the market. Box shooks, elm hoops, staves—oak, elm and cottonwood, tight staves and heading and shooks for export are manufactured, aside from the enormous production of figured hardwoods, veneers, etc. The timber holdings of the operators in this section probably amount to 2,000,000,000 feet.

Helena at present has a population of about 15,000. It has improved materially within the past few years, and while it is essentially a business town, the people get a lot out of one another's society. The streets are well paved, the city has a good water supply, and shows a health record equal to any city in the United States. Within the past year two new depots have been completed. Helena is the one town on the map, outside of Vicksburg, Memphis and Cairo, that has the advantage of all the river tonnage going south, and the possibilities of water transportation in so far as our large rivers are concerned are better than any other part of the United States, and if we ever utilize our rivers before we die, Helena's river advantages will prove of great benefit for receiving raw materials, such as steel, iron, coal and other products.

Helena is the center of probably the richest farming country of the United States, and there are large cotton and rice plantations operated by lumbermen within a few miles of the city. In fact, there are so many things that can be said about Helena, that we can only mention a few of them in this issue.

A Contract Is a Contract

I was talking with a wholesaler the other day and he remarked that it did seem funny that some of the best northern mills of whom he had bought lumber for a good many years fell down on their contracts last year and were inclined to sell lumber, already sold, at new prices to a new customer and let the other fellow go. He said that "I know as well as anybody that they sold my lumber to somebody else, and also know that I could pull them in court and make them pay the difference between what it was sold to me before the advance of prices. But what's the use? A man who sells something and the price goes up, there is no reason why he should try to get out from under the contract, although prices have gone up so fast and a lot of people were stuck with contracts for from $5 to $10 a thousand lower than the lumber was sold for at any time in the past six months. A little consideration by both parties probably will adjust these matters and we believe would be benefited by that adjustment. But when a man just flatly sits down on a contract, it is all wrong."

I was talking with a consumer the other day and he said: "What is the matter with that fellow down in Mississippi?"

"Why, he is a good man. Always fills his contracts."

"Well, he just ducked and fell down on some stuff he sold us. He gave as a reason the fact that he is furnishing government stuff, because of his own solicitation, not because he was so patriotic, and because he could get more money for the stuff than at the price at which he sold us. Of course, I presume if I forced the matter he would probably ship the stock, but that don't do me any good. I bought the material for a certain use and I am a good purchaser. Neither the car shortage nor Uncle Sam's demand are sufficient reason for a man's falling down or not filling the orders which he accepted."

The scarcity of logs has created a shortage on oak flitches. The facts are that the veneer mills cutting this stock are having a great deal of trouble in getting figured gum as well.

When you can sell firsts and seconds beech at $45, it's going some. Whether the top is going to be reached on a lot of woods, I don't know, but it does look like Mr. Supply and Mr. Demand are certainly making aristocrats out of a lot of woods that were in the "company" class.

I wouldn't be surprised one of these days to learn that mahogany will not be imported because of the shortage of ship room from Cuban and South American countries.

By-Way Freight in Store for Us

There is a good deal of speculation nowadays as to whether the aristocrats in America who have been living on flowery beds of ease, parlor cars, Pullmans, etc., will travel as much as heretofore. It is the general consensus of opinion that the government has already promised the traveling public that it would take a lot of trains off in order to utilize the engines for freight, and it has already taken several off of the eastern roads. That is, parlor cars and observation cars. Believe me, there will be less traveling by some folks if they have to ride in a day coach across the country. I see where there will be another hardship on the business men who really have to travel, and the culmination probably will be that a permit will be necessary in order to travel at all. It may inaugurate a new system of going back to the old days of doing business by mail, but with the telegraph and telephone and other present added facilities it wouldn't be so much of a hardship, but it will be something of a new institution which we will feel all the time.

Averages in Price

I have noticed some real salesmen because they bat like Ty Cobb, and the reason I put them in a class of their own is they are everlastingly selling their stock for a dollar or two more than the market. It means two things. First that the salesman knows what the market is and takes advantage of conditions in order to make his averages big. In fact, I have one man in mind who I know will pay his salary out of his "overages." Some salesman isn't he? It is bound to do your heart good when you discover a chap of that kind.

I heard a good joke on a bunch of fellows the other day. I don't dare tell it. It is so good, it would make everybody in the trade laugh. It happened because certain men in the trade who subscribe to Hardwood Record don't read it. I would hate to tell you what this cost them, and while I love them just like a lot of chaps in the business, it did my heart good and made me think of the time when I was young and was told to do certain things, and then didn't. It cost them a lot of money, because they didn't look in the Record for real stuff off the bat.

I know there are a lot of busy men. Men who maybe can't read everything that is in all the papers, but it is easy to pick out someone in your office to go over the papers and check them for something that will interest you. Bye and bye you will be reading everything that is printed even if you have to take the papers home for Sunday. I tell you, fellows, in the lumber business you aren't reading your papers closely enough. There are a lot of chances coming your way and there will be a lot of fellows who will do business at your expense because they are up-to-date and can smell an advance of price, and you are so busy trying to get in your logs and keep your crew together that you overlook the importance of reading the Hardwood Record when it comes to your desk." E. H. D.

Appeal to Spruce Lumbermen

What is expected of loggers and millmen in the Northwest by the production division of the government's aircraft board during 1918 is outlined in a statement and appeal by Col. Brice P. Bisque, head of the spruce production work, now being sent out to members of the Loyal Legion of Loggers and Lumbermen, which has 25,000 members in the Northwest.

The statement warns lumbermen not to pay heed to the "nonsense and malign whispering" of spies and traitors who spread the propaganda in the spruce production belt. Col. Bisque says:

The headquarters of this division look to you to prevent all acts of sedition on the part of employer, employe or others.

Your government asks you to produce 11,000,000 feet of spruce during each month of 1918. It also asks you to immediately make up the deficiency of the last few months when an average of only about 3,000,000 feet was obtained.

Every detail of our government's aircraft plan has been executed according to program, except the most essential, that of producing the timber that is needed. This high duty falls upon you and me. You are soldiers. A day's layoff is two days' work for the kaiser.

Manufacturers Prepare for Big Annual

Secretary F. R. Gadd of the Hardwood Manufacturers' Association of the United States announces that the program of the sixteenth annual meeting, which is scheduled for the fifth and sixth of February at the Sinton Hotel, Cincinnati, O., will be completed and ready for publication within a few days. He is very much gratified with the prospective offerings in the way of addresses and discussions, it having been possible to secure speakers who will keep interest alive every minute during the sessions.

The speakers already secured will talk on subjects of vital interest and concern to the industry and of immediate interest to business men.

Col. L. C. Boyle of Kansas City, counsel for the association and also for the National Lumber Manufacturers' Association and affiliated organizations, will talk on the subject of open competition.

Gilbert H. Montague of New York City will give his version of the question of "Business Competition and the Law."

The subject of "Trade Acceptances" will be discussed and explained fully by Charles A. Hinsch of Cincinnati, president of the American Bankers' Association.

There are other exceptionally interesting and valuable addresses in prospect, which will be announced in full in the next issue of the Record.

Memphis Prepares for Lumber Week

Spirited Interest Shown in Plans for Meetings There January 15-16-17-18 of the Traffic Association, Alluvial Land Association, Oak Association and Gum Association Respectively

Present indications are that there will be more lumbermen in Memphis during the annuals of the Southern Hardwood Traffic Association, the Southern Alluvial Land Association, the American Oak Manufacturers' Association and the Gum Lumber Manufacturers, in the order named, from January 15 to January 18, inclusive, than have ever gathered here at any previous time in the history of this centre. They will come from almost every part of the United States and arrangements are being made to see that they enjoy themselves while here.

Invitations have been mailed by the secretaries of these four organizations to every member, and these have been accompanied, in most instances, by programs showing what is in store for those who come. These programs have been arranged with much care and largely with a view to attracting a big attendance of lumbermen. The war, however, and the crucial problems which it entails, give an added interest, and it is believed that the state of war in which this country finds itself will prove the biggest incentive to attendance.

The overshadowing feature of interest during these annuals is the proposed consolidation of the American Oak Manufacturers' Association and the Gum Lumber Manufacturers' Association. These two bodies are planning to merge into one single organization that will perform the functions of each and at the same time cover a wider field than has been possible for each acting separately. The boards of governors of these two bodies have adopted the report of the committees appointed to work out plans for such consolidation and they, in turn, have put the matter squarely up to the members of each. It is anticipated that the merger plans will be adopted by practically unanimous vote, and influential members of the two associations are of the opinion that a big step in the direction of greater efficiency in organization work will have been taken before the two annuals close.

Addresses on topics of pertinent interest to every member of the four associations are scheduled and large accomplishments in behalf of the hardwood trade are believed to be very close at hand.

On the evening of January 17, the Lumbermen's Club of Memphis, in conjunction with the four associations, will entertain the visiting lumbermen at a banquet at the Hotel Gayoso.

The program of the Southern Hardwood Traffic Association, which has not yet been wholly completed, is given elsewhere in this issue of HARDWOOD RECORD. Those of the other three associations are given herewith:

SOUTHERN ALLUVIAL LAND ASSOCIATION

Greetings, John W. McClure, president.
Report of F. E. Stonebraker, secretary.
Report of John M. Pritchard, treasurer
"The Dawn of a New Constructive Era," by Gov. Charles H. Brough, of Arkansas.
"Combatting the Boll Weevil," by Prof. J. W. Fox, Scott, Miss.
"Possibilities of Alluvial Lands," by Bolton Smith, of Memphis.

AMERICAN OAK MANUFACTURERS' ASSOCIATION

Board meeting, 10:30 a. m., Hotel Chisca.
Luncheon, 12:00 m.
Greetings, 1:00 p. m., E. A. Lang, president.
Report of J. T. Kendall, secretary.
Report of R. L. Jurden, treasurer.
Report of Assessment Committee, C. L. Harrison, chairman.
Report of Advertising Committee, H. B. Weiss, chairman.
Report of Membership Committee, M. R. Cooper, chairman.
Report of Technical Research Committee, C. L. Harrison, chairman.
Report of Finance Committee, F. E. Gary, chairman.
Report of Resolutions Committee, Earl Palmer, chairman.
Report of Committee on Importation of Foregin Woods, W. H. Russe, chairman.
Address, Earl Palmer, Ferguson-Palmer Company, Inc.
Current Economic Features, Sidney A. Linnekin, lumber expert, Babson's Statistical Organization.
Association Advertising, John Bemer Crosby, Chicago.
Report of Committee of Fourteen, W. B. Burke, chairman.
Election of officers. New Business. Adjournment.

GUM LUMBER MANUFACTURERS ASSOCIATION

Board meeting 10:30 a. m., Committee Room, Hotel Chisca.
Luncheon.
Greetings, H. B. Weiss, president.
Report of J. M. Pritchard, secretary.
Report of E. E. Gary, treasurer.
Report of Membership Committee, F. K. Conn, chairman.
Report of Rules Committee, W. E. DeLaney, chairman.
Report of Entertainment Committee, F. R. McFadden, chairman.
"War Orders for Hardwood Lumber and Their Effect on the Hardwood Lumber Industry," by J. M. Pritchard, secretary of the association and manager of the Southern Hardwood Emergency Bureau.
Report of Cost Committee, T. L. Hoskins, chairman.
Report of Advertising Committee, C. L. Harrison, chairman.
Report of Finance Committee, F. B. Robertson, chairman.
Report of Assessment Committee, J. W. McClure, chairman.
Report of Committee of Fourteen, W. B. Burke, chairman.
Election of officers. New Business. Adjournment.

Trying to Get Together

Two organizations have been collecting funds for the comfort of lumbermen and foresters in military service abroad, the American Forestry Association, Washington, D. C., and the Hoo-Hoo, with headquarters at St. Louis. Though both are working to the same end, their purposes are not exactly the same. The Hoo-Hoo's fund is for all American and Canadian lumbermen serving abroad, either as lumbermen or soldiers, while the American Forestry Association aims chiefly at comforts for the engineers, made up of lumbermen and foresters, but not fighting in the trenches.

As movement was recently started by the forestry association to absorb the activities of the Hoo-Hoo along that line and have all the work center in the association at Washington, where P. S. Ridsdale is proposed as treasurer and E. A. Sterling as secretary, with a new committee, on which the Hoo-Hoo is to be represented. The committee as proposed is as follows:

R. H. Dowman, chairman, representing the National Lumber Manufacturers' Association.
W. R. Brown, acting chairman, representing the Eastern Lumber, Pulp and Paper Manufacturers.
E. T. Allen, western lumber interests.
J. R. Moorehead, representing lumber retailers.
F. R. Babcock, representing lumber wholesalers.
E. D. Termant and W. A. Priddle, representing the Hoo-Hoo.
W. L. Hall, United States Forest Service.
C. L. Pack and P. S. Ridsdale, representing the American Forest Association.
E. A. Sterling, corresponding secretary, representing James D. Lacey & Co.
To to be appointed to represent the lumber press.

A proposal embodying the foregoing plan has been sent to the officers of the Hoo-Hoo at St. Louis, and the reply by that organization accepts the plan as suggested. The forestry association announces that it has had in mind the extension of its plan of comfort to approximately the same scope as that being carried out by the Hoo-Hoo, but the final decision to do so must rest with a general meeting.

A machine should set fairly and squarely on every leg it has. The way many have of setting a machine down any way, anywhere, is very bad. Even the poorest one should have its foundations well prepared and be solid and level. No machine ever did or ever can do good and perfect work standing on a part of its legs. It is good policy to have a solid plank floor on top of the ordinary floor, the pieces put together with dowel pins and then trued up perfectly. This insures a solid foundation, which not only keeps the machine in place, but prevents the trembling resulting from any part of the machine being out of perfect balance. Every machine standing on a ground floor should have a concrete foundation.

"Marie" Sails Again

To you who like tales of the out-of-doors; who know the feel of a gun and the thrill of a good shot; to you who because good fellowship is a part of your own nature, can sense the feel of cordiality in the pressure of a man's hand, I would like to recount again the story of the second cruise of the Marie J., from the port of Vicksburg, on the Mississippi river, to the now locally famous Tennessee Bar, the one purpose behind the cruise, as last year, being pursuit of the wary Canada goose. But even though every last thing that could possibly add to the pleasure of again sailing with Capt. Dan seemed to have been done, the outstanding memory of the second hunt is

BART CAMOUFLAGED

that none of the thrills nor the pleasures of the first, a year before, were proven by repetition to be illusions. The trip this year was doubly successful because we felt that we were going back to old friends. The Marie J. seemed more like a home to us; the men who faced us across the table at night seemed more like old pals; the second trip to the same hunting grounds smacked more of the wanderer's return to the scene of his boyhood pleasures.

And so the very repetition which might bore you in print, imparted to the second trip with Capt. Dan a comfortableness which

SHERMAN HOUSTON POSES; POOR GEORGE WAS TIRED; LOU, SAM AND WILBUR; CAPTAIN DAN AND CAPTAIN TOM.

sweetened the excursion just as the color which you have smoked into your meerschaum makes your old slippers feel better and your arm chair more comfortable when you are drawn up in front of a friendly fire with a good dinner under your belt.

I hope you remember dear old Capt. Dan from last year. The captain has been "running" the lower Mississippi river for a good many years. Since we made the first trip with him he has hauled many a raft of logs down the river to the Anderson-Tully Company's big mills at Vicksburg. The Marie J., which the captain pilots, is one of Anderson-Tully's main dependencies for its supply of logs at Vicksburg.

MAINLY FRANK'S COAT

We were "all aboard" at dusk on a clear December day. Last year's bunch was all there, Bart Tully and Sam Thompson, Capt. Dan Quinn and his son, Capt. Tom, the hosts, and we fortunates, George Osgood, Wilbur Thistlewood, Frank May and the writer. And there were two newcomers, Lou Doster of association and Atkin's saw fame and Sherman Houston, whom everybody around Memphis and Chicago knows,—Lou is a novice and Sherman an expert goose hunter.

It is true that we didn't get so big a bag as last year, some forty-five geese being killed, but that in no way dimmed the en-

joyment of the trip. Probably we got more birds last year than any self respecting hunters should bring home and so we stand squared on the two excursions. But the zest for the hunt was kept keen by the fact that the geese were there. It seemed almost as though there were more than ever. They seemed, though, to feel a foreboding of disaster on the advent of the "Marie." At any rate they exhibited their confidence in the old adage having to do with safety in numbers for invariably the breast of the river was covered with immense flocks which refused to move beyond the river banks. The resulting infrequent flights did not make the best of shooting and had it not been for our training in marksmanship the score might have been lower. But there is more satisfaction in dropping a bird dead from eighty-five yards than in having him sit on the end of your gun barrel and be compelled to chase him away with a club before you can get a shot. Thus might be contrasted last year's shooting and this. And because the chase was harder and the game more elusive, the bag was more keenly appreciated.

But were I to attempt to record and picture our hunt of last month I could do no better than reinsert the story of the trip of last year and even though the subject is chuck full of interest I have not enough egotism to make me feel that my version of it would stand a second handling. But it has saddened me to find that there are still some who nourish a doubt as to our veracity of last year; who maintain the unreasonable contention that we could not, by any chance, have honestly come by the number of geese we brought back. It is to convince these scoffers that I am writing again. Surely when we freely confess to have gotten only forty-five geese this year you will not continue to have your unkind doubts of the authenticity of the figure you heard last year. We risk humiliation to convince you of our honesty. And if you should harbor ideas of your own as to Sam Thompson's shooting ability or Lou Doster's goose calling knack, those hunters are now fortified with records of accomplishments under fire which would convince you in spite of your utmost skepticism.

And so the second trip of the Marie J. is now a memory, but it is one so vividly pleasant that we, who were there, wish to share with you who were not, at least the spirit of the cruise. E. W. M.

Logging in Memphis Territory

Heavy rains have fallen in the Memphis territory during the past two or three days. All the snow has disappeared and the ground is in better condition for logging work than it has been during the past thirty days. It is thoroughly watersoaked, however, and the chief change in weather conditions is the passing of the extremely low temperatures which prevailed throughout the Mississippi valley region during the greater portion of December. Logging work, owing to the fact that there are so many logs on the rights of way of the railroads or in process of being delivered thereto, assumes less importance than usual, and for this reason hardwood interests are not complaining about inability to cut and haul timber normally. It is estimated that there are some 25,000,000 to 30,000,000 feet of timber awaiting transportation in the delta, and this, together with what is being turned over to the railroads' rights of way, is sufficient to last for quite a while. These figures do not take into consideration the hardwood timber awaiting transportation from points in Arkansas and from Tennessee and other states from which Memphis draws its hardwood supplies outside of Mississippi.

The railroads are falling down badly in the matter of furnishing transportation facilities for log handling. The Valley Log Loading Company reports a fair increase in loading during the last half of December, but it has taken off one of its loaders on the Yazoo & Mississippi Valley line of the Illinois Central during the past few days, which gives convincing proof that cars are not being furnished in anything like the quantity desired. There is likewise a great deal of timber that is subject to overflow during flood conditions, and the failure of the carriers to furnish cars is being emphasized as a possible source of serious loss through high water. Meantime, manufacturing operations are greatly curtailed as a result of lack of logs at the mills. "The mill will never grind with the water that is past" is an expression as old as the ages. It is equally true that they will not cut lumber out of logs which are not placed on their yards, and just now the whole manufacturing proposition hinges on the ability of the roads to deliver logs to the manufacturers and they are falling down in a most serious manner. It is generally believed that government control of the railroads will soon bring about a change for the better, but it is admitted that, in the meantime, hardwood output is likely to remain considerably restricted.

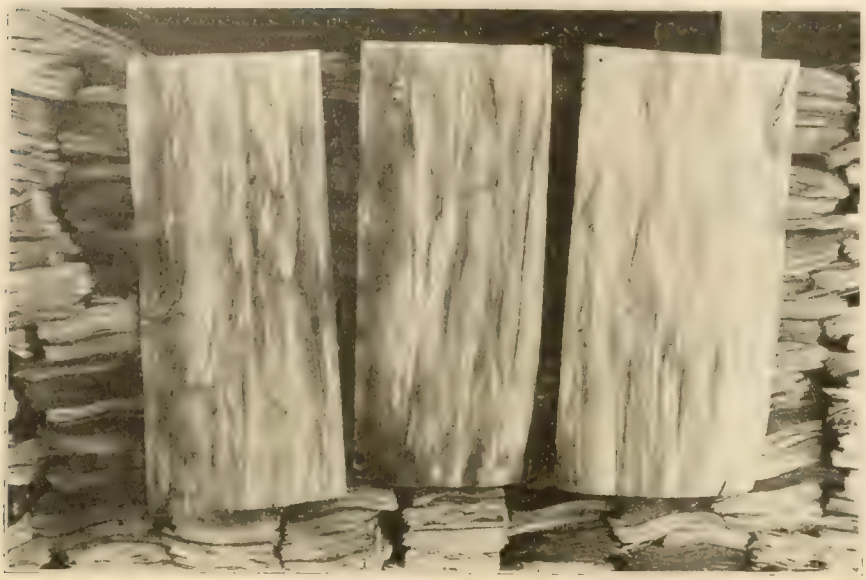
There is some increase in hardwood output since the new year began, but this is due principally to the warmer weather. Many of the mills, including some of those with fair log supplies, either partially or wholly suspended operations when temperatures were so low. Some ran all through the extreme cold, but they admit that it was a strenuous proposition getting results from labor and from machinery alike. It is recognized, however, that normal weather will not materially increase hardwood output unless more logs are supplied by the railroads, with the result that every proposition leads back to the same broad fact: That the rate at which logs are handled will prove the determining factor in hardwood output.

Encouragement is taken from the fact that higher temperature, accompanied by rain, has caused disappearance of the ice which for quite a while blocked water transportation. The packets plying between Memphis and other river points are resuming their schedules, and river mills which have their own facilities for handling logs by water are resuming the use of these. This means that these mills will fare materially better in the matter of log supplies. The stage of the Mississippi and its tributaries, it should be noted in this connection, is quite low for this time of the year, and in some instances it is impossible to use boats and barges for log handling. Altogether the transportation situation is something more than a problem at this time whether by water or by rail.

In the meantime lumber interests here are heartily in sympathy with the movement of the government looking to increase in the use of water transportation facilities and they are closely watching every move in that direction. Memphis business men are co-operating with those from St. Louis, New Orleans and other river cities to the end that these facilities may be realized at the earliest moment. It is recognized on all sides that the sooner deficient railway facilities are supplemented by increased water transportation the sooner the traffic situation will return to something like normal efficiency.

Standardizing Truck Spokes

One interesting example of the tendency toward standardization all around is found in connection with wheels and spokes for motor trucks, especially for farm use. At a recent meeting of the vehicle people the farm wagon department recommended that the meeting go on record as indorsing the plan that truck wheels shall not be constructed of greater diameter than thirty-six inches, and that the front and rear wheels be made of the same size and interchangeable in order to create a marked distinction between trucks and wagons and to advance the utility of the truck. So far as investigations have been made there was found no perceptible difference in draft on farm trucks, because the rear wheels are a little higher than the front. As varying the size does not justify itself by any visable advantages, a standard size is preferable.



THE accompanying illustrations are a fair sample of the large stock (now 1,000,000′) of 1/24″ Sliced FIGURED RED GUM we carry in our warehouse.

We can furnish FIGURED RED GUM in Sawed or Sliced wood, any thickness. Prices quoted and information given on anything of interest to you.

These stocks are nicely and fairly sampled. You can get full sized samples of logs from us, sent by express prepaid, upon request. We also furnish—free—large panel, natural color, piano finish. Directions for finishing Gum in the natural or stained, accompanying each panel.

You should use FIGURED RED GUM in

INTERIOR FINISH
(*Home—Club—Church*)
FURNITURE
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PIANOS, VICTROLAS, ETC.

The fanciful variegated figure attracts you. Its beauty grows upon you. Once used, always admired. The soft tones and tasty figure make it enduring and gives lasting satisfaction.

We, as the largest producers of this wood, are able to serve you best. A large assortment specially selected stocks and superior manufacture, commend our goods to your use. Write us for samples or information.

NICKEY BROTHERS, Inc.
Memphis, Tennessee

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Making Veneers With Lumber

Is Sawmill Man in a Position to Make Good in Veneer Production?

AN EXCEEDINGLY INTERESTING QUESTION from the standpoint of the man who has a large operation, with plenty of timber suitable for both lumber and veneer manufacture, is whether it is desirable to attempt to make both products, or to confine himself to the main issue of producing lumber. The question is not always decided in the same way, of course, and it is pretty difficult to reach a generalization on the subject on account of the necessary qualification introduced by local conditions.

The larger the business, the less inclined the manufacturer seems to be to get into the veneer trade. This may be due to the fact that the important thing in operations on a large scale is to get quantity production, and this is likely to be interfered with by the necessity of giving special attention to veneer making. For instance, if a log, when opened, is thought good enough for face veneers, it would be necessary to remove it and replace it with another without special characteristics. This might enable a profit to be shown by the conversion of especially desirable stock into high-priced veneers, but it would be at the expense of the sawmill, whose operations had been slowed up by the necessity of making the change.

"I would rather cut the stuff into lumber and let it go at that," said the head of a hardwood concern with six large sawmills and not a single veneer manufacturing interest, "than bother with the proposition of selecting the best logs or flitches for veneer manufacturing. That takes too much time and distracts attention from the main issue of getting out the lumber.

"True, I occasionally make a run on veneer flitches and cut them out in considerable quantity; but here again it is handled on a fairly big scale, and not as an individual log proposition. We select logs on the yard that look good for veneer purposes, and then we cut the flitches a carload at a time. In that way it does not require a great amount of interruption of regular operations, and can be handled conveniently."

There are some big lumber concerns, especially in the South, which have rotary veneer mills that are operated in connection with their sawmills. In this case, however, there is no real relationship, in the sense that material destined for the saws is likely to be recalled for conversion into rotary stock. Since figure is seldom the principal element in making rotary veneers, and quantity production is the cue, the two operations can be run side by side without serious interference with each other.

The matter of serving two masters, however, occasionally comes up to emphasize the fact that while making and selling lumber is very much like making and selling veneers, it is still a different proposition, and the two do not always go together well. There is a strong and successful concern in the South which for a number of years operated both veneer and sawmills. The company was a big factor in both trades, and apparently made money out of both operations. Then it was decided to sell the sawmill, and it was disposed of to a concern which was engaged exclusively in making lumber.

The explanation was that the man at the head of the company was very much interested in the veneer business, and was not especially taken with the lumber proposition. He enjoyed the job of marketing the veneers, and knew exactly how to go after the big orders, while the lumber business seemed to be a harder proposition for him to handle. Here the purely personal element was probably the main consideration, for in spite of the fact that it would have been possible to continue marketing the lumber product without great difficulty, the company decided to concentrate all of its attention and capital upon the veneer trade. Incidentally, it has continued to do a whale of a business in this direction.

The argument in favor of making veneers along with lumber is hard to get away from, however, especially in localities further North, where the timber is higher priced, and everything possible must be gotten from every log. In connection with the manufacture of oak, for instance, there are those who contend that it is a good idea to make every variety of oak products under one roof so that each log may be manipulated to best advantage and nothing wasted by being used for a lower-priced product than it was fitted for.

From the standpoint of the log buyer, where the surrounding territory must be scoured for desirable timber, the proposition is greatly simplified when this is the case. Buying for an exclusive lumber plant, he gets some logs which might have been used to good advantage in making veneers; if he is working for a veneer manufacturer, he must take some stuff that is really too poor for the purpose. If the plant contains both lumber and veneer departments, he can take almost everything the timber owner has to offer with a clear conscience, knowing that it will be sent to the department which can use each log with best results.

Of course, if a lumberman gets hold of some logs which are especially fine, he can dispose of them or the flitches to a veneer manufacturer, if he so desires; or he can go ahead and cut the material into lumber, knowing that this will help to sweeten his stock and will make it easier to please his customers. That is not nearly such a tough problem as that of the veneer man who has a lot of scrubby logs on his hands which he can't possibly make veneers out of, it must be confessed.

Considerations of this kind are perhaps responsible for the methods used in the operations of one of the most

famous plants in the country, located in the Ohio Valley, and used for the manufacture of lumber, veneers and flooring. This concern has made its greatest success in the ability it has shown to get the best of the available timber, and this in turn has been due in many instances to the fact that it could dispose of the timber without waste in any instance. Veneer logs went into veneers, and logs that wouldn't make veneers into lumber.

In the smaller plant, such as is typical of the Middle West, the combination idea seems to be the best because it puts a premium on the personal skill of the manager of the plant. The man who has made a close study of forest products and who knows how to manipulate the output of each tree so as to get the most in material and in dollars and cents, is a real artist, and he finds his best opportunities when he has the facilities with which to manufacture various kinds of products, depending on the character of the logs.

In one such plant the owner does most of the log buying in person. He studies his timber carefully from the time he buys the tree until the logs are ready for the saw. He has a sawmill, a veneer mill and a dimension mill, and he looks over the possibilities of each lot of material not arbitrarily, but with an eye to the needs of his customers, for he has studied these just as carefully as he has studied the raw material.

He is distinctly not a quantity production man. He is not seeking to make just as many million feet of lumber as he can, but to make stuff that is good, to squeeze out of each log all of the footage of usable material he can, and to pile up gradually for the "particular trade" that he has won during the many years of service rendered the stock which he knows fits their needs most definitely.

Maybe this is not the ideal plant. Certainly it is not one in which the biggest profits are being made, but the chances are that the head of such an establishment gets a lot of enjoyment out of his work, and experiences in the intelligent direction of his manufacturing operations the satisfaction of knowing that the timber is being properly exploited.

The objection may readily be made to the idea of combining lumber and veneer manufacturing that to carry the plan to its logical conclusion would mean having veneer making facilities of great scope. That is, if the lumberman is going to make veneers in earnest, along with his thick stuff, he ought to put in rotary machines, slicers and saws, and do the thing up brown. In fact, the lumberman who is making veneers usually is contented with one kind. The southern mill usually goes in for rotary production, while saws are found in most of the veneer plants in the Ohio Valley and Middle West connected with lumber manufacturing. This suggests in a measure that the veneer business is regarded merely as a side line of the lumber proposition, even though it is true that many exclusive veneer concerns make but one kind of thin stuff.

In selling the product, there are advantages to the manufacturer who offers a complete line, since many consumers are prospects for both lumber and veneers. This apparently simplifies the selling end, but on the other hand the application of veneers is so technical that a great many lumber salesmen do not attempt to handle a proposition of this kind. For the same reason the user frequently prefers to deal with a man who is known as a veneer expert rather than a combination lumber and veneer salesman. It is the familiar story of the specialist having more authority in his own field.

As suggested at the beginning of this article, local conditions must decide the question in a great many instances. For the lumberman who is supplied with a large acreage of low-priced timber, it would hardly seem worth while to bother with veneer production when he can get just about as good results, with less worry, by sticking to lumber. On the other hand, a man with limited possibilities as to timber, who must get his profit from the careful management of this resource, and its manufacture into the highest priced products possible, would doubtless find it to his advantage to have veneer making facilities at his disposal.

Having especially fine logs manufactured into veneers by custom mills is a plan which some concerns have used as a means of feeling out the trade. This is often disappointing, on account of lack of familiarity with the business. One concern which had some figured gum cut into veneers spent many months in finding a purchaser. The sales manager of the company knew the lumber trade thoroughly but he did not know the veneer trade at all. He was not familiar with the requirements of buyers, he did not know prices, he was out of touch with competitive conditions; and when he finally got rid of the last of the special lot of veneers he told himself and the other officers of the company "Never again."

Thus, while the tendency seems to be to specialize where practicable, it would be too much to say that the two propositions cannot be handled to advantage together. It is being done, of course; but the disposition at present seems to be to concentrate on one thing or the other.

The Germans Face Difficulties

Some idea of what the blockade is doing for Germany is obtained in an item from Antwerp, Belgium. In that city the Huns have seized all the mahogany pianos and furniture and have sent the stuff to the airplane factories, where the wood is used in making airplanes. A great deal of gluing and splicing are necessary before the material can be used; but the Germans are so hard put to it for material that they work up every possible scrap. The mahogany is wanted for propeller blades and for veneer panels for planes. It takes 500 square feet of panels for one airplane, and several pianos must be broken up to secure enough for one machine. It is no wonder that the blockade has aroused the fury of the Germans. It is pinching.

Sawed veneer does not amount to one-tenth of that produced by slicing and by the rotary process. Oak is the leading wood reduced to veneer by sawing.

The word "veneer" was formerly a synonym for something flimsy or sham, but that bad meaning of the word has now wholly passed out of use.

"Hartzell's Choice Walnut"

The Log Supply Is Vital

LOG transportation is so inadequate that many sawmills are today shut down. We are peculiarly fortunate in our location and local conditions which have resulted in an uninterrupted operation—the basic requirement of service.

And there are forty-one years of experience and a perfectly equipped modern plant behind the manufacture of these logs into fine

LUMBER, VENEERS, PANELS AND DIMENSION

Our prices on your order will be fair.

GEO. W. HARTZELL
PIQUA, OHIO

No use to Shop Around

With present high freight rates and slow movement of local shipments, it is decidedly advantageous to concentrate your buying to make up carload lots. We manufacture in Veneers:

American Walnut
Half Round and Sliced
Figured Red Gum
Quartered White Oak
Sawed and Sliced
Mahogany
Rotary Poplar and Gum

Can supply your entire veneer requirements, shipping in carload, saving time and money.

Special attention is directed to choice line of American Walnut Veneers just cut. Would be pleased to submit full size samples. Prices right.

The Louisville Veneer Mills
Operating Rotary Machines, Saws, Slicers
Louisville Kentucky

LETTERS FROM A PANEL USER

THE LABOR PROBLEM

Monroe, Mich., December 18.—The war will affect all lines of business as far as labor is concerned, and the panel manufacturer is not the exception. Labor will be scarcer and wages will be higher. It is futile to expect that the scale of wages now established will be reduced until we run square up against hard times, with consequent retrenchment. Until we are faced by lean years of economy, wages will mount upward.

What does this mean to you? It means that labor can afford to be more independent and that regardless of the wages paid better working conditions must be offered. It is not surprising in visiting glue rooms, say on a Monday morning, to find the odor in such departments strong enough to knock a man down. Or visit the veneering room and you will find it so hot as to be almost unbearable. The foreman will likely say that he must have it hot so as not to chill the glue.

What most panel and veneer factories require is industrial betterment. Manufacturers in other lines are giving their time and co-operation in forming plans toward better conditions for their employes. Every company working toward industrial betterment is considered aggressive and has a reputation of being among the leaders in its particular line of manufacture. Employes show a disposition to advertise their company by their appreciation of conditions which they acknowledge to be better than those their previous experiences have met with. It attracts the skilled labor of the market toward the company.

In endeavoring to create the best business in panels you are compelled to solve many problems, the most important of which is man. You may buy the very best equipment, but if you do not employ the right kind of help, men who will co-operate with you, failure in such cases will result.

It is to be regretted that so many manufacturers regard the men in their plants and factories as necessary evils, and the men in the office as the brain power of the organization. This is absolutely wrong. There is no place in the whole economy of the modern panel and veneer plant where greater efficiency is required, where the exercise of a high order of intelligence is in greater demand, or where ability to think quickly and act promptly is of more importance than at the head of the various mechanical departments. The heads of the leading and most highly successful corporations of today recognize this.

You will admit that every man in your organization must be efficient. There is but one way—they must all be satisfied. Every man is most efficient when his work gives him the greatest satisfaction—when he is doing the thing his Creator intended he should do. The progressive workman of today is interested in, first, mental and physical development; second, joy in doing it, and, third, a decent living. The man who is thoroughly satisfied with his job will be a money maker for you; the man whose whole being revolts at his task becomes a captious citizen, an inefficient worker and a meager earner.

The manufacturer who does not see the current of events, who thinks he can win with his own strength, is badly mistaken and is sure to be beaten in the race for commercial supremacy. It is the man who sees, the man who has a vision, the man who has light who is going to win.

If labor is antagonistic to you or you antagonistic to it, the antagonism cannot be removed by conflict, but rather by establishing the opposite of antagonism, which is co-operation.

Of all the duties of the business executive that of firing help is undoubtedly the most generally dreaded and most heartily despised. It is a function that affords no pleasure to any one, but occasionally must be done. A little investigation will usually reveal that if a little better hiring were done firing would not be so necessary. Of course, we should give the man every chance. When we do find it necessary to discharge the man, we should not do this cowardly, as is too frequently the case. The common prac-

BLACK WALNUT

Ready for Immediate Shipment

First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
30 M ft. 4/4
Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
F.A.S. 6″ & wider, 8′ & longer

No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

ST. LOUIS, MISSOURI

Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Dean-Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

22nd St. and So. Crawford Ave.

CHICAGO

PERKINS GLUE COMPANY

SOLE MANUFACTURERS AND SELLING AGENTS

PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

tice is to hand the man his pay envelope with a slip, "Your services are no longer required," and he will have to figure out the reason for himself, something which he may be mentally and constitutionally incapable of doing unaided. We do not want to be small business men, nor do we want to be cowards. We should call the man to our office and tell him in a kindly way that for such and such reasons we are unable to use him. Wish him success and shake hands with him. Such a man will usually leave the office and say to himself, "I'm a chump, so and so is the finest man I ever worked for, but I didn't have sense enough to appreciate him." Chances are he may again ask for his position, and will make good. I know this, for I have handled many men the past twenty years.

At the present time any suggestion for improvement in conditions of laboring men or their wage is looked upon with skepticism, for which we cannot blame them. It is, therefore, up to the employer to establish faith and he must do so before he can get the sincere and intelligent effort of labor.

Mix with the men. I always do so and have found it not only pleasant, but also profitable. In the summer time we have picnics every few weeks, usually on Saturday afternoons, and have all sorts of fun. We usually pay the greatest part of the cost.

A. T. DEINZER.

Veneer Production by States

There is no easy way of finding out how much veneer is cut annually in the various states, because no figures of production have been compiled in recent years to show this. Men who are well posted in most matters concerning the veneer business sometimes miss the mark when they undertake to guess the relative quantities of veneer cut in different states. The latest accessible figures showing this are about eight years old. An age such as that usually puts statistics of production out of date, and doubtless those compiled in 1909 are out of date now; but since there are none later, they may be of interest and of some value, and they are shown in the table which follows. They include all kinds of veneers, sawed, sliced, and rotary cut:

State—	Feet by Scale	State—	Feet by Scale
Illinois	35,646,000	Georgia	6,980,000
Michigan	33,455,000	Texas	6,710,000
Florida	33,293,000	Washington	5,419,000
Wisconsin	31,737,000	West Virginia	4,404,000
Indiana	31,472,000	Pennsylvania	3,691,000
Tennessee	30,574,000	Delaware	3,657,000
Missouri	27,365,000	Maine	3,637,000
Arkansas	26,116,000	Oregon	3,291,000
New York	24,218,000	Louisiana	3,164,000
Virginia	21,609,000	South Carolina	2,944,000
North Carolina	19,984,000	California	1,716,000
Kentucky	19,356,000	New Jersey	1,046,000
Alabama	14,565,000	Massachusetts	690,000
Ohio	10,985,000	All other states	3,885,000
Maryland	8,796,000		
Vermont	8,013,000	Total	435,981,000
Mississippi	7,563,000		

Those best acquainted with the tropical hardwoods of South America are of the opinion that much very fine material for veneers will be found there. Rosewood is a sample of what those southern forests contain.

The war has brought high class veneer to the front in more ways than one. Five years ago no one would have thought of it as an airplane material; yet a single government order for such planes called for nearly a half-million square feet of first grade veneer panels made of mahogany. The wood must resist splintering, and mahogany is the best in the world for that. Bullets pass through it and leave only a clean-cut hole the size of the bullet. No splinters are sent flying. A great many strikes must be made before a plane made of mahogany can be shot to pieces.

Statistics of Veneer Production

Lack of Precise Details Are Notable in the Industry as a Whole

SEVERAL YEARS HAVE PASSED since the government compiled and published statistics of the output of veneers in the United States, and no statistics have been collected by any other authority. Consequently, persons who seek information along that line for recent years will seek in vain. Seven years ago the annual production of veneers required 435,980,000 feet of logs. Much more than that must be cut now, but how much more is a subject for guessing.

At the meeting of the panel and veneer manufacturers held in Chicago early in September, the subject of a census or statistics of production was brought up by Mr. Hicks, of the Forest Products Laboratory, Madison, Wis. His reference to the matter was in the form of an inquiry whether the veneer manufacturers wanted such a census made. The question brought no answer or discussion and the matter went no further, and apparently the subject was of little interest to those present. Many business men are prejudiced against statistics and can not see any good in them.

Lumbermen have had a census of lumber production made every year since about 1905, and they think it worth while to continue the work and to co-operate with the government in doing it. Some criticism of the lumber statistics have been heard, on the ground that they are not complete, and that they are not collected on the same basis in different years; many more mills being included in the figures in some years than in others. But, in spite of this, lumbermen go on, year after year, co-operating with the government in compiling and publishing figures showing the production of lumber by species and by states.

It may be presumed that when Mr. Hicks mentioned the subject of a census of veneer manufacturing, he had in mind a work to be carried out on the general plan followed in the lumber statistics, that is, a co-operative work in which both the government and the manufacturers would have a part; but not receiving any response to his suggestion, the matter went no further.

Every ten years the government takes a general census of all manufactures without asking for co-operation on the part of those who do the manufacturing. The agents of the government (the Bureau of the Census) collect all the data, thrash out the details in the form of cost, labor, material and percentages, and publish the results. Such a census as that will be taken in 1920, to cover the year 1919, and the reports may be looked for three or four years later. This is good as far as it goes, but it hardly takes the place of the special census made from year to year in certain industries. In the first place, the figures in the ten-year census are pretty old before they are made accessible to the public; but they fall short in other ways, and principally in that they lack details which are looked after when the manufacturers co-operate and have a voice in planning and executing the work.

Lumbermen like to know every year what woods are cut into lumber, and the quantities, in the various states and according to various species. Veneer men cannot get this information regarding their industry, because

"EASIMOOV"

The Veneer Tape that is "Up to the Second" can be removed instantly after having served its purpose, without being sanded. Saves time and expense.

Write for sample coils

IDEAL COATED PAPER CO.
The Veneer Tape Specialists
MAIN OFFICE AND MILLS, BROOKFIELD, MASS.

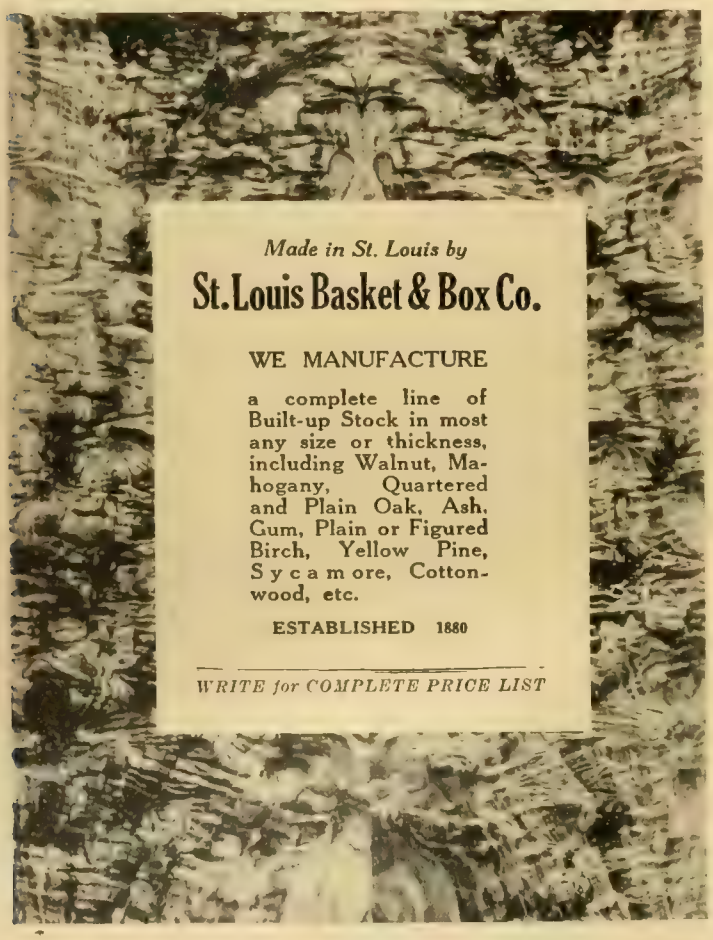
they do not take part in planning and carrying out the work. They might do so, however, if they think it worth while to request it and help do it.

This country has reached a stage in its history when figures showing details of production will possess greater value than ever before. It was once thought hardly necessary to keep an itemized cost sheet of an operation, provided the business could keep going. That stage is past. Cost sheets are essential now if a manufacturer is to meet the keen competition with which he is faced. Figures which show the details of output are a sort of cost sheet useful to the whole industry.

Strength of Veneers

THE EXTRAORDINARY DEMAND for veneers for war purposes in boxes, panels, drums, electric batteries and numerous other articles, has brought out the fact that no adequate series of tests has ever been made to determine the strength of various woods in the form of veneers. The strength of all the commercial woods is well known, but in solid pieces only —not in sheets. Those who hitherto have carried out experiments to determine how strong the different woods are have had solid pieces to work with, and the thin sheets have received very little attention.

Veneers have been given such scant consideration in working out tables of strength for woods because they were not much used except in positions where strength was not a matter of vital importance. The situation is changing rapidly because the war has expanded the field which veneers are called upon to fill, and it has become necessary to know how one wood compares with another in strength.



Sheets of veneer may be tested in different ways. The sheet may be bent with the fold parallel with the grain; or it may be bent with the fold across the grain. In the former case the sheet will split if the force is sufficient; but in the latter case a break will be across the grain. The sheet will not show the same resistance both ways. It will split more easily than it will break. In panel making it is customary to lay the sheets both ways so that the panel will not split.

Perhaps lists will speedily be made to determine the strength of veneer, and one wood can be compared with another, but that has not yet been done to any great extent. It is possible, however, to compare the strength of most American woods, not as veneer, but as solid wood. Very complete figures are available along that line. In the absence of better data, these figures may be accepted, and one wood's strength can be compared with another. The figures which follow are calculated from data published in Bulletin 556 of the Forest Service, issued last September, the latest and best available.

In order to make the comparison practical, yellow birch is taken as the basis of comparison, and its strength is placed at 100, and weaker woods fall below and stronger go above. The following twenty-six woods are fairly representative of the forests of the United States:

Wood	Strength	Wood	Strength
Yellow birch	100	Cotton gum	85
Basswood	58	Red oak	90
Cottonwood	62	Douglas fir	91
White pine	62	Cherry	93
Yellow poplar	65	Beech	94
Chestnut	65	White oak	97
Red spruce	66	Longleaf pine	101
Hemlock	70	Sugar maple	106
Sycamore	76	White ash	106
White elm	80	Black walnut	110
Red gum	80	Cork elm	110
Cypress	80	Shellbark hickory	120
Black gum	81	Black locust	160

Probably three-fourths of the veneers manufactured in the United States are cut from the woods represented in the foregoing list. As already stated, the data on strength may not hold true for veneers in all cases, yet it is probable that the comparisons given above will hold in most instances. At least, a manufacturer who wished to produce panels requiring great strength would scarcely choose white pine, basswood and cottonwood veneers for the work, but would rather take maple, oak, longleaf pine or some other that shows strong in tests on the solid wood.

See Hope in Government Control

Lumbermen Believe Cars Will Be Better Distributed by One Head

Officials of the Southern Hardwood Traffic Association, Memphis, believe that government control of the railroads is going to bring about a decided change for the better in transportation conditions, as affecting the southern hardwood lumber industry, in the near future and they express themselves as well pleased with this somewhat radical departure on the part of Washington authorities. They point out the following advantages under government control:

First—Cars will be distributed without regard to ownership.

Second—Motive power will be more equally distributed.

Third—Traffic will move toward destination by the shortest and most direct route.

Fourth—Authority to say what commodities shall move and what shall not will be vested in a single man instead of in six representatives, as under the old regime.

J. H. Townshend, secretary-manager of the association, expresses the view that thirty days will be necessary before any marked change can be seen. In the meantime the association has thrown its weight directly behind the plan of much more liberal use of southern ports for the handling of export traffic. It believes that this will result in a great many more empties available to lumbermen for loading and that it will, at the same time, relieve much of the congestion now observable in the North and East and thus bring about a freer and less embargoed movement of lumber and lumber products to destination north of the Ohio and East of the Mississippi. The association is therefore urging all of its members to write to their representatives and senators at Washington appealing to them to work for increased utilization of ports on the Gulf of Mexico and the South Atlantic for handling export traffic.

Mr. Townshend has recently returned from Washington and he brings back the information that, in his opinion, the Interstate Commerce Commission will not, even if it makes an early announcement of its decision in the 15 per cent advance case, grant any increases which will affect rates on hardwood lumber shipments from southern territory.

Mr. Townshend recently appeared before the Interstate Commerce Commission and protested against the proposed increase in rates from Memphis to Pacific coast points and he expresses the view that the lumbermen can defeat this move on the part of the carriers. He has asked that all who have experienced, or who are now experiencing, competition from Japanese oak furnish the association with all details in connection therewith.

The association believes that all transit arrangements ought to be eliminated for the period of the war. These require that lumber must be shipped over the road bringing in the logs from which it was manufactured before the refund on the log shipments is available. It is pointed out, however, that lumber ought to be moved over any road that can furnish the necessary cars, without reference to the particular road which brought in the logs.

The association is much opposed to the elimination of cross-town handling of lumber and lumber products and will use its best efforts to prevent the railroads from putting this practice into effect. J. H. Townshend is looking after the subject. Other commercial organizations here are opposed to this measure and indications are that those who seek to eliminate this cross-town handling in any sort of equipment will encounter the most intense opposition from the association as well as from other organizations. An intimation of what may be expected along this line will be found in the action of the Lumbermen's Club of Memphis with reference to the embargo against the use of open equipment for cross-town handling of lumber put into effect by the Yazoo & Mississippi Valley railroad. This will be found in the report of the meeting of that organization, published elsewhere in this paper.

The Southern Hardwood Traffic Association also objects strenuously to the action of the Illinois Central system in forcing, by means of an embargo, lumbermen shipping lumber in open equipment to bulk head it. It has had the matter up with the officials of that road and has been advised that bulk-heading is necessary only in the case of dressed lumber and that it does not apply in the case of rough lumber.

Memphis railroads have appointed a committee of three, composed of superintendents, to make recommendations covering changes in operating plans under government control with a view to bringing about more effective handling of traffic. This committee has already made more than twenty recommendations, including elimination of cross-town handling and the withdrawal of reconsigning except on a substantially changed basis. Most of these recommendations are acceptable to the Southern Hardwood Traffic Association with the exception of eliminating cross-town handling of lumber and lumber products. This is opposed on the ground that it will work a serious hardship on most members and that in the case of a few of them it will mean practically putting them out of business.

There is still quite a notable shortage of flat cars for handling logs to the mills and likewise quite a scarcity of equipment for transporting lumber and lumber products to destination. Most of the mills are forced to operate intermittently while there is much complaint regarding delay in effecting shipment because cars are not furnished, as asked, for loading. As already suggested, however, lumber interests are inclined to believe that the machinery already set in motion by the government for more efficient transportation will soon produce results and they are therefore facing the future with increased optimism over the transportation problem as the new year opens.

Allied Purchases in the United States

A government report, dated December 21, and issued by the Department of Commerce, Washington, contains the following explanation of how purchases in this country for the allies are to be made:

For the information of American manufacturers and others desirous of selling materials to the allied governments, it is announced that arrangements were entered into in the latter part of August, 1917, by the Secretary of the Treasury, with the approval of the President, with the governments of Great Britain, France, Russia, Italy, Belgium and Serbia, whereby Messrs. Bernard M. Baruch, Robert S. Lovett and Robert S. Brookings of the War Industries Board were designated a commission through whom or with whose approval or consent all purchases in the United States of materials and supplies by or on behalf of these governments shall be made.

Under this arrangement these governments communicate their requirements for materials and supplies to this commission through their designated purchasing agents in this country, and the commission then uses its best efforts to obtain offers of the materials and supplies required at the best obtainable prices and terms, of delivery and otherwise, and submits the same to the purchasing agent concerned, it being no part of the commission's duty to prepare and sign contracts, or to supervise their execution, or to determine technical details, or to carry out the inspection of materials, all of which matters are cared for by the governments concerned.

The foreign governments have agreed not to make purchases in the United States otherwise than through or with the consent of the commission. The arrangements provide that nothing expressed or implied, nor anything done or omitted by the commission, shall impose any obligation or liability upon the United States whether to advance moneys, to establish credits, or otherwise. The purchasing commission in carrying out the terms of this agreement is endeavoring to see first that the wants of the governments associated with the United States in the war are supplied as promptly as possible, and without interfering with the requirements of our own government. This necessarily involves the finding of a source of supply from which articles needed by the allies can be obtained without prejudice to contracts placed with the United States government for articles of the same kind, and in many cases it has been found necessary to develop new sources of supply—that is, to induce some one who has not been previously making the articles needed to produce them. Manufacturers who are producing or who believe their plants are in a position to produce supplies needed by the allied governments should make known this fact to the Allied Purchasing Commission, which is now located in the new and temporary structure housing the Council of National Defense at Eighteenth and D Streets, Washington, D. C.

Regularity of log supply and low cost of hauling are insured by water transportation. All the Crenshaw-Gary logs are hauled from the woods on their own cars and dumped at the river bank for loading onto barges.

Modern Hardwood Operations

Crenshaw-Gary Lumber Company, Memphis, Tenn.

One of the most successful southern operations is that of the Crenshaw Gary Lumber Company. It is successful because of the personnel of the organization, because of excellent timber, and because of experience in proper manufacture.

While the general offices of the company are in the Bank of Commerce & Trust Company building, Memphis, the mill, as is common with Memphis companies, is located at the timber—to be exact on the Sunflower river at Richey, Miss.

W. L. Crenshaw is president of this company; C. L. Crenshaw, vice-president and F. E. Gary, secretary and treasurer.

The Crenshaw-Gary company has about 6,000 acres of excellent timber in Sharkey and Washington counties, but at present is logging only on the Washington county tract, preserving the Sharkey county tract (which is in close proximity to the mills) for such times as the Washington county holdings are unworkable because of floods or extremely bad weather.

The company operates two modern band mills at Richey and has unusually good facilities for supplying them with logs. When logging on the Sharkey county tract, the logs are hauled di-

Typical—not unusual gum.

Simplifying the logging problem.

reet to the mills by the company's own crews and equipment. The timber cut on the Washington county tract, though, is railed by tram to the river bank where it is dumped and reloaded onto barges, which are towed by the company's steamer to the mills, a distance of some sixteen miles. The company does its own logging with an equipment consisting of necessary engines, skidders, loaders, and rail equipment.

The company's operations at Richey are located on different sides of the Sunflower river. The plants and yards cover about fifty acres of ground, a large portion of which is of course allotted to the seasoning and storing of lumber. The plant at present in operation has a daily output of 40,000 feet, about sixty per cent of which is gum. Some of the finer gum logs are sold direct to the veneer manufacturers.

Though not the largest southern producer of hardwoods, the Crenshaw-Gary Lumber Company is one of the most aggressive. The organization is capitalized at $75,000, and though formed but six years ago, carries a large pay roll.

But as it is the purpose of this story to introduce to you the personnel of the organization rather than to cite bare facts as to what it has and what it does, it would be well to tell something about the characteristics which have made these men successful.

Beginning with the president, W. L. Crenshaw, who really needs little introduction to those interested in hardwood lumber: He is the operating man and has behind him a varied and long experience in the handling of timber, logs and lumber. He has ridden logs in the muddy waters of the Ohio and has snaked them with horses through brush and stumps before the steam skidder was a factor in logging operations. He has laid out and blazed the way for the

W. L. Crenshaw and J. H. Shields and a batch of everyday logs.

There is a lot of mighty good lumber on this tract. The Crenshaw Gary Company is cutting the usual line of southern hardwoods, including oak and gum, of course, and has reason to be proud of it's product.

The Crenshaw-Gary timber is quite famous for its quality.

initial rails laid into virgin timber, and has fired and knows the inward workings of cranky logging engines from the time when they were first introduced.

While today W. I. Crenshaw is a man of middle age, he can keep up with the best of them in climbing over log piles and cannot be "stumped" on any question propounded by the most practical of his woodsmen as to identity, size or contents of logs, or the best way of handling this or that part of the equipment.

Mr. Crenshaw typifies the busy business man who still harbors the spirit of young manhood, and it is this spirit which endears him to the employes in the woods and in the mills. Being one of them, he is able to get their very best effort.

F. E. Gary, who has charge of the selling, of the financial and the office end of the business, is the opposite type of man. He is quiet and conservative and has behind him years of experience in analyzing and meeting market conditions in various lines. Mr. Gary was born in Conneaut, O., in 1855. He began his long experience in the lumber business with the J. S. Stearns Lumber Company of Odanah, Wis., about 1895. In 1900 he with L. K. Baker, W. L. Guerley, John W. Gary, and J. P. Brayton organized the Baker Lumber Company, which operated at Turrell, Ark. The company there built a 100,000 feet capacity sawmill and railroad for logging and eventually cleared off 40,000 acres of fine timber. This company has cut out its holdings and is now practically out of business.

Mr. Gary became associated with Mr. Crenshaw in 1912, when the Crenshaw-Gary Lumber Company was organized. He is interested in several other sawmills, but takes no active part in the running of any but the Crenshaw Gary Lumber Company.

Mr. Gary's analytical mind is an important factor in the success of the Crenshaw-Gary Lumber Company.

W. C. L. Crenshaw, the vice-president of the company, is the son of W. L. C. L.'s duty is to properly and economically turn out the stuff at the two mills at Richey. He is a man who has grown up in the lumber game and while his years, of course, would not permit of his having had the length of experience behind his father, he is demonstrating that he is thoroughly capable of handling an operation in a manner that would do credit to the elder Crenshaw.

The woods operations these days are an important factor. The Crenshaw-Gary company is well fortified in this department of its business, having in charge a man who knows how to get out the stuff, and who is perfectly capable of relieving the minds of the principals of any anxiety as to log supply.

J. H. Shields bears the title of superintendent of logging and has under his direct charge the entire log operation. Mr. Shield is a young man, unusually young, for one carrying his responsibilities, but he knows timber and his work is undoubtedly made more effective by the fact that he can ever find inspiration and pleasure in the fine tract which the company is cutting.

Incidentally, while we mentioned that a large part of the cut is gum, there is also a large quantity of very fine oak and some cypress, elm, ash and other minor species common to that territory.

The Mail Bag

B-1164—Wrong on Identity of Elm

Hardwood Record has received the following letter from New Zealand which may be of interest to some members of the trade, particularly the reference to elm:

Dunedin, New Zealand, Nov. 21, 1917.—Editor HARDWOOD RECORD: In reply to your suggestion that we could possibly keep you in touch with developments in hardwood trade here. We are afraid there is little to report at present owing to general slackness of trade, and great difficulty of importing timber. As you will be aware shipments of hardwood from New York to New Zealand have practically ceased owing to freight rate being so high, and we are obtaining all our oak from the East, freights being less than half those ruling from New York.

We do not obtain satisfactory ash, hickory, walnut, and chestnut, in place of American supplies however, and will be glad to have these timbers as soon as freight rate permits.

Is there a timber magazine published in Canada dealing with timber, on same lines as your publication, if so we should like to subscribe to same, as we desire to obtain a timber known here as Canadian elm, which apparently does not grow in U. S.

We have never heard of any U. S. firm producing built up three ply with one or both faces of oak, chestnut, or ash, but if you know of any reliable manufacturer who is producing this line, we would be pleased to have his name, as we desire supplies of such 3 ply.

———— Company.

B-1161—A Correction

Philadelphia, Pa., December 29.—Editor HARDWOOD RECORD: In your issue December 25 you make the statement that the Thomas E. Coale Lumber Company, Philadelphia, Pa., is re-incorporated under Pennsylvania laws, its capital being $100,000. The facts are:

The Thomas E. Coale Lumber Company, a corporation of Delaware, owned a distributing yard in Philadelphia and felt it was to its advantage so as to keep its business absolutely straight, to sell its distributing yard, and it did sell same to a new corporation incorporated under the laws of Pennsylvania, namely, the Thomas E. Coale Lumber Company of Pennsylvania, but this does not take the place of the Thomas E. Coale Lumber Company a corporation of Delaware.

THOMAS E. COALE LUMBER CO.,
THOS. E. COALE, President.

B-1165—Government Wants to Hear from Manufacturers

The following letter explains itself:

Washington, D. C., Jan. 2, 1917.—Replying to your letter of 28th ult., we would be glad to have any individual manufacturers write us letters describing their capacity and ability to deliver any of the articles mentioned, particularly packing boxes.

HENRY C. PLIMPTON,
Captain Ordnance, R. C. Office of Chief of Ordnance, Small Arms Division,
1801 I Street.

B-1162—Wants War Orders on Mill Work

The following letter might be of interest to someone having contracts for wood products for war work:

Lawrence, Kans., December 19.—Editor HARDWOOD RECORD: Business is dull with us and we have wondered if there might not be some of the wooden articles which we could make in our plant. We have not been able to learn of anything we could make.

————.

B-1163—Interested in Maple and Ash

Have you for sale any of the stock mentioned in the following letter:

New York, N. Y., December 29, 1917.—Editor HARDWOOD RECORD: Will you kindly send copy of your paper to our New York office as we are greatly interested in millwork.

At the present we are looking for No. 1 and No. 2 maple and No. 1 common ash in 4/4", 5/4", 6/4" and 8/4". ————.

———— ————.

B-1166—Interested in Chestnut and White Pine

Lyons, Mich., January 1, 1918.—Editor HARDWOOD RECORD: I am considering starting up the old —— ———— Company of ————, Mich., and would ask if you could put me in touch with firms able to ship mixed cars of sound wormy chestnut and white pine lumber.

———— ————.

Clubs and Associations

First Regular Meeting of Memphis Club

The new officers of the Lumbermen's Club of Memphis were installed at the first meeting of the New Year held at the Hotel Gayoso on January 5, as follows: President, J. F. McSweyn; first vice-president, M. B. Cooper; second vice-president, D. F. Heuer, and secretary-treasurer, J. Staley Williford.

The retiring officers submitted their annual reports while a feature of the meeting was the presentation of a handsome silver service to D. F. Heuer who, at this meeting, rounded out his third year of service as secretary-treasurer of the club. This was given to him in recognition of the faithful manner in which he discharged his duties during that long period and he made a very happy speech of acceptance.

Another feature was the address delivered by Dwight M. Armstrong, cashier of the Commercial Savings Bank & Trust Company and chairman of the War Thrift and War Saving Stamp committee for this (Shelby) county in the nation-wide move looking to the participation of the entire civil population of the country in the service of the government in the winning of the war. Although cashier of one of the large banks in Memphis, Mr. Armstrong assured his hearers that the government offered a safer and more remunerative investment to the man who bought these stamps than any bank in Memphis or elsewhere could offer and announced that C. R. Ransom had been selected to head a committee which would bring the purchase of these stamps before members of the club and before their employes.

The club, by unanimous vote, ratified the action of the executive committee with reference to the participation of the club, jointly with the other lumber organizations here, in the banquet to be tendered to all visiting lumbermen in Memphis January 15 to January 18, inclusive, at the Hotel Gayoso Friday evening, January 17, and with reference to exempting all members of the club now in the service of their country from paying dues for the period of the war. Those on the honor roll are: H. D. Allen, Palmer Kellogg, Paul Rush, H. C. Dewey and H. B. Anderson.

Although much opposition developed, resolutions, offered by James E. Stark, chairman of the river and rail committee, were adopted by a large majority in protest against the embargo laid by the Yazoo & Mississippi

Valley Railroad against the cross-town handling of lumber and lumber products in open equipment.

A committee of five is to be named by the president to present these resolutions to the gentleman in question.

J. F. McSweyn, as chairman of the retiring house committee, submitted a report showing (1) That this committee had, since it was formed some months ago by the merging of several other committees into one, secured employment, through its employment bureau, for 336 men in some branch of lumber or yard or timber or mill work and that it had applications on file from 353 more persons desiring service with lumber firms; and (2) that, through the exchange maintained by the committee, 1,600,000 feet of oak and gum had been bought and sold. He said that the entire expense had been $107.13 and that, if all the money had been used for employment purposes, the average cost of each man placed would not have been more than 30 cents, and that, if the entire amount had been used in connection with lumber bought and sold, the cost would not have been as much as seven cents per thousand.

Three new members were elected: F. L. Shannon of the Dickson-Shannon Lumber Company, Millington, Tenn.; H. P. Moyer, Memphis manager for the Cyrus C. Shafer Lumber Company, South Bend, Ind., and H. H. Melhorn, Northern Ohio Cooperage & Lumber Company, Parkin, Ark. Six new applications for membership were filed with the committee at this meeting.

The report of the retiring president, Ralph May, showed that 23 new members had been added to the roll during his administration and that there has been a loss of 7 members through death, resignation and suspension, making a net gain of 16 members and bringing the total to 189, the largest in the history of this organization. It also showed the average attendance at the regular meetings during the year to have been 75.

The report of D. F. Heuer, retiring secretary-treasurer, showed the financial condition of the club to be wholesome.

President-elect, J. F. McSweyn, on assuming the chair, again expressed his appreciation of the honor conferred on him and gave the club but a single injunction: "That it grow not weary in well doing in serving the country in every possible way during the present period of national peril." He then announced the standing committees for the year.

Traffic Association Re-elects Officers

James E. Stark, president of the Southern Hardwood Traffic Association; R. J. Jurden, first vice-president, and Frank B. Robertson, second vice-president, succeeded themselves at the annual election held at Memphis Tuesday, January 8. At the same time seven new directors were chosen, as follows: R. J. Hackney, of Brown & Hackney, Inc., Memphis; George Land, traffic manager of the Lamb-Fish Lumber Company, Charleston, Miss.; Elliott Lang, of R. J. Lang, Inc., who has been treasurer during the past year; William Pritchard, of the Pritchard & Wheeler Lumber Company, Memphis; S. H. Swenson, Archer Lumber Company, Helena, Ark., and Walker L. Wellford, general manager of the Chickasaw Cooperage Company, Memphis.

The two nominating committees agreed on the gentlemen in question and, with respect to the officers, it may be stated that they have been honored by being elected to succeed themselves because of the very able and efficient manner in which they have performed their duties during the year just ended.

The treasurer will be elected by the board of directors, while J. H. Townshend, secretary-treasurer, was likewise chosen by the board to succeed himself. He has become an invaluable adjunct of the association through his intelligent and untiring service in behalf of the hardwood lumber industry in all matters pertaining to rates and transportation.

The annual meeting of the association will be held at Memphis January 15, and the following interesting program has been prepared for the occasion:

Address of President James E. Stark.
Report of J. H. Townshend, secretary-treasurer.
Report of Elliott Lang, treasurer.
Address on "Effect of Government Operation of the Railroads on the Hardwood Industry," by J. V. Norman, Louisville, Ky., one of the attorneys of the association.
Discussion of transportation problems involving the following:
1—Abolishment of present transit arrangements on rough materials to permit lumber and other finished products to be shipped over any road.
2—Abrogation of safety appliance act to permit standard equipment to be used in logging service.
3—Bulkheading of lumber and adequate dunnage allowance for shipments in open cars.

The last named subject has been brought prominently to the attention of hardwood lumber interests through the order of the Illinois Central system, now effective, requiring lumber to be bulkheaded when shipments are made in open cars. This bulk-heading is very expensive, and yet it is, under the present orders of the Illinois Central management, compulsory and at the cost of shippers of lumber. The other roads have not yet followed suit.

Northern Manufacturers Getting Ready for Annual

Arrangements are being completed by Secretary O. T. Swan for the annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association which will be held January 25 and 26 at Hotel Pfister, Milwaukee, Wis. This promises to be the most important annual ever held as many new problems incident to the entrance of the United States into the world war are to be taken up. Among the leading topics will be that of the lumbermen's co-operation with the government in its taking over of the railroad systems of the country. Rate and freight matters are of vital interest to the members of the association and the new plan of government operation presents many new perplexing difficulties which are to be thoroughly threshed out at the meeting.

Other important subjects will be the eight-hour law for lumber manufacturing establishments, the three per cent war tax on lumber shipments and the recently promulgated new grades on select No. 3 hemlock and box and crating hemlock. This latter subject has had the attention of the bureau of grades and the Bureau of Statistics and Educational Information for several months and was also discussed at the last quarterly meeting of the association in October. Chief Inspector W. H. McDonald of the association, who prepared the basic rules, has made a number of special tests to determine just what classes of material should properly fall within each grade. Accordingly final action is to be taken on the proposed grades and they will then be ready for official publication by the bureau of grades.

The usual annual reports will be given at the meeting including those of the heads of the four principal bureaus as follows: Transportation and legislation, A. L. Osborn, Oshkosh; grades, George Chapman, Stanley; statistics and educational information, H. H. Butts, Park Falls; promotion, M. P. McCullough, Park Falls. Secretary Swan in his annual report will cover all work not reviewed by the bureau chairmen. A banquet will be given Friday evening.

The association has filed a complaint on behalf of the J. S. Stearns Lumber Company, Odanah, Wis., with the Wisconsin Railroad Commission alleging unreasonable transportation charges on eight carloads of lumber from Odanah to Chilton for which reparation is asked to the extent of $190.78.

Michigan Forest Fire Affairs

At a meeting of the forest fire committee of the Michigan Hardwood Manufacturers' Association held in Lansing, December 12, 1917, an agreement was reached with the Public Domain Commission to take over the patrol work carried on by the association during the past five years. This will mean a reduction in rate per acre for the coming season, and the matter of rate per acre will be decided at the first meeting of the association which will be held soon.

The agreement reached between the committee and the Public Domain Commission is as follows: The Public Domain Commission will pay salaries and traveling expense of rangers, issue a special commission to Chief Warden J. Lee Morford, and all rangers patrolling territory where the association's members own timber will furnish reports of work accomplished by Mr. Morford at the Gaylord office. Detailed reports of work done on the range will be furnished quarterly, and a copy mailed to each member of the association.

Michigan Meeting Scheduled for This Month

Secretary J. C. Knox of the Michigan Hardwood Manufacturers' Association announces that the mid-winter meeting will be held at the Hotel Statler, Detroit, Mich., on Wednesday, January 24. At this meeting statistics will be presented covering a large proportion of the lumber cut in Michigan during the past year and estimated figures for 1918. General discussion of the lumber market will hold a prominent place on the program.

There will be a discussion of the feeding of men in the logging camps, a discussion of the new Northern Hardwood Emergency Bureau, and reports of committees.

Northern Loggers to Meet

An important meeting of the Central Wisconsin Loggers' Association is scheduled to take place at Wausau, Wis., January 11, and at that time final plans will be formulated for a general meeting of all logging associations in Wisconsin and northern Michigan. This general meeting will probably be held at Milwaukee some time in February.

Foreign Trade Council to Meet

A call has been issued for the fifth national foreign trade convention to meet February 7, 8 and 9, at Hotel Gibson, Cincinnati. James A. Farwell is chairman of the council and has issued the call. The subject which will have first place in the discussion is, "The part of foreign trade in winning the war."

With the Trade

Mason-Donaldson Starts New Mill

A new plant built to replace the one destroyed by fire at Rhinelander, Wis., has just been put into operation by the Mason-Donaldson Lumber Company of that city. Immediate preparations were made after the destruction of the old mill for the erection of a new one, including new machinery and equipment. The new mill is located on the site of the old one and started cutting on December 24.

The new plant is pronounced one of the best in the North. It is equipped with most modern twelve-inch band and ten-inch horizontal band resaw. It has a capacity of about 40,000 feet of hardwoods for each ten-hour shift, and about 70,000 feet of softwoods. It is the intention to cut night and day this winter, cutting hardwoods almost exclusively. The Mason-

Donaldson Lumber Company has a log supply which will enable the mill to run far into the year 1918. Along in the spring and through the summer the mill will be working on soft woods, including hemlock, pine and tamarack.

With its extensive planing and flooring mill operations at Rhinelander, in addition to the brand new sawmill, the company expects to be in better shape than ever to take care of its large and varied trade, particularly in the specialty of mixed car shipments.

The Mason-Donaldson company has built up its business on the basis of enterprise and service, and its way of doing things is typified by the energy with which it attacked the problem of providing new sawmill facilities in a short time.

In Training for Commission

Paul B. Berry, who until a few months ago was traveling in northern territory for Nickey Brothers, Inc., of Memphis, Tenn., writes a very interesting letter from Camp Sevier at Greenville, S. C.:

I have graduated from Camp Sevier, Greenville, S. C., and will on January 3 leave for the officers' training school at Camp Stanley, Leon Springs, Texas. We have a three months' course of training there beginning January 7 and ending April 5.

The fighting end of Uncle Sam's army offers much more excitement than the forestry division, which is my reason for having remained with the infantry. Anyway, there will be plenty of lumber and veneers left to be made when we all return from over seas.

I haven't been back to Memphis since we embarked for Sevier in September. Fact is, I haven't been any farther than Greenville, S. C., so I am more than glad of this opportunity to leave for Texas.

Wishing you a Happy 1918, I am,

Sincerely,

PAUL BERT BARRY.

Company "A,"
120th Infantry, Camp Sevier,
Greenville, S. C., or
c/o Nickey Bros., Memphis, Tenn.

Important Change in Shafer Company

As a natural consequence of its rapidly growing volume of business, the Cyrus C. Shafer Lumber Company of South Bend, Ind., has materially expanded its organization.

George O. Thurn, who after continued service for more than thirteen years with the Studebaker Corporation of South Bend, Ind., and Detroit, Mich., has resigned the position there as lumber purchasing agent and purchased an interest in the expanded Shafer company. He assumed his position as secretary on January 1.

The Studebaker Corporation is a factor of considerable magnitude from the lumber consuming standpoint, and Mr. Thurn has behind him experience in supplying its requirements of 40,000,000 feet of lumber a year. He has accumulated no end of knowledge as to special values in cutting up lumber for use in manufacturing purposes, and his work with the Studebaker Corporation has particularly fitted him for active participation in the lumber business.

At the time the United States entered the war, the wagon and vehicle purchasing committee was authorized and formed, and Mr. Thurn was made chairman of the buying or sub-committee. This committee was formed to assist various wagon manufacturers who had government contracts to locate and obtain the necessary wood stock with which to construct army vehicles. As buyer on the sub-committee he had charge of the dimension stock branch, which in addition to his other duties required his most careful and his keenest application. His services on this committee were much appreciated and his associates unanimously regretted his resignation. As a committee member he is succeeded by H. B. Kimble of South Bend. B. R. Maxson will fill the vacancy left by Mr. Thurn as lumber purchasing agent for the Studebaker Corporation.

The foundation of Mr. Thurn's career was practically laid from 1899 to 1904, when he held the position of assistant purchasing agent for the Dodge Manufacturing Company of Mishawaka, Ind.

The expansion in the Shafer business also involves the opening of an office at 2161 Railway Exchange building, St. Louis, Mo. W. W. Dings or "Billy" Dings, as he probably is best known, will have charge. Mr. Dings is one of the best known factors in the marketing of hardwood lumber. He has many years of experience behind him and with an unusually keen ability for analysis, his views on marketing and future possibilities will be worth a great deal to the Shafer company. Mr. Dings has a very large following with the consuming trade and has made a splendid record not merely for sales but in behalf of his customers.

Mr. Dings will look after all the interests of the Shafer company in that field. He will cover all of the western part of the country as his sale territory, and will handle the general line of southern hardwoods carried at the yards and mills of the Shafer company.

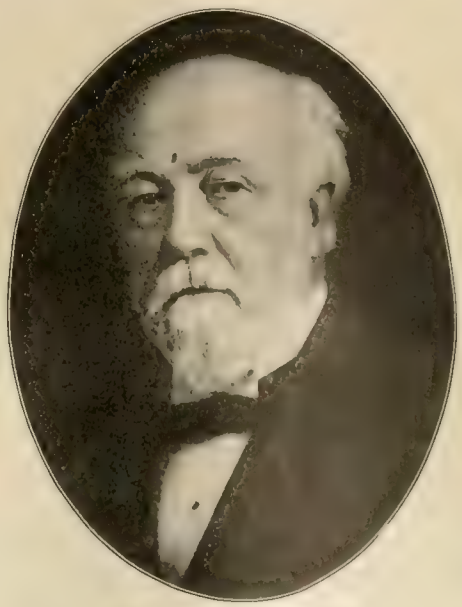
Col. George M. Paine

Col. George M. Paine, Oshkosh, Wis., president of the Paine Lumber Company, and one of the pioneer manufacturers of that city, passed away Saturday noon, December 29, after a brief illness of general debility. He had been in a critical condition for several weeks at the Lakeside hospital, but up to the time he had been taken ill he not only was in apparently good health but devoted several hours a day to the management of the big sash and door plant of which he was the head, and took his accustomed mile walk each day.

Colonel Paine was eighty-four years of age. He was born November 11, 1833, at Orwell, Bradford county, Pa., being the son of Edward L. and Eleanor Rose Paine. His education was received at Elmira Academy and Alfred Seminary, New York, but he served an apprenticeship of several years and came to Oshkosh with the family in 1855. The father and sons, including Colonel Paine, brought with them the machinery for a sawmill which was erected in this city and which was the nucleus of the present million-dollar establishment. At the beginning the mill had a capacity for the manufacture of 60,000 feet of lumber in twenty-four hours, and for many years thereafter it was the destination of millions of feet of logs cut in the virgin forests of central and northern Wisconsin and rafted down the Wisconsin, Wolf and Fox rivers to this point. The first sawmill as well as its successor burned down, but both were quickly rebuilt by C. N. Paine & Co. Early in its history a planing mill was made a part of the plant and formed an increasingly important factor in the upbuilding of the company. The firm name continued until 1882, when it was succeeded by the Paine Lumber Company, Ltd., incorporated with a capital of $1,000,000. Charles N. Paine was named as his successor, and so remained up to the time of his death. The other brothers were Nathan Paine, who was a major in the civil war and was killed at the battle of Campbelltown,, Ga., and Edward R. Paine, who became a physician and predeceased his brother many years. The father passed away in 1893 at the age of ninety-three years.

The Paine Lumber Company, Ltd., continued to grow under the leadership of Colonel Paine, and is recognized as the largest sash and door factory in the world. When operating at full capacity it employs 3,600 people. Its other officers are vice-president, Nathan Paine; secretary, Edward W. Paine, both sons of the deceased, and treasurer, Charles Nevitt, the latter a son-in-law. The military title accorded Mr. Paine

PAUL B. BERRY, OF MEMPHIS WHO IS IN TRAINING AT CAMP STANLEY, TEXAS .. FOR OFFICERS COMMISSION



THE LATE G. M. PAINE, OSHKOSH

W. W. DINGS WHO OPENS ST. LOUIS OFFICE FOR CYRUS C. SHAFER LUMBER COMPANY

was by virtue of a commission signed by Gov. Alex W. Randall when he was appointed at the head of the Twenty first regiment of the state militia March 10, 1858.

Lumbermen in the Army

Two sons of Clarence R. Mengel of the C. C. Mengel & Bro. Company, Louisville, Ky., are in the army, both holding commissions as lieutenants. They are Samuel Castleman Mengel and Joseph Torbitt Mengel. The former received his commission at Fort Benjamin Harrison and has been assigned to a machine gun company at Camp Zachary Taylor, preparatory to going to France. Lieutenant Joseph Mengel was commissioned at Fort Sheridan in the field artillery and is now at the front. HARDWOOD RECORD is pleased to be able to present the photographs of these young officers who are shown on this page. Samuel C. Mengel is at the left and Joseph T. Mengel at the right. They carry with them cordial wishes of the many people with whom they have associated in their social and business life.

Clark-Biller

Vernon L. Clark, who is associated in the ownership of the Des Moines Saw Mill Company, Inc., of Des Moines, Iowa, was married at Des Moines on Saturday, January 5, to Miss Christine Biller, daughter of Mrs. J. Biller of Des Moines. The wedding took place in the Biller home, 1821 Ingersoll avenue.

The service was read by the Rev. S. Medburry, pastor of the University Park Church of Christ at Des Moines. Immediately following the ceremony at ten o'clock breakfast was served, covers being laid for a number of relatives.

Mr. and Mrs. Clark left at noon on Saturday for New York, and will be at home at 1232 Grand avenue, the home of Lieut. and Mrs. Frederick Windsor Hubbell after January 15.

Mr. Clark's bride is a young woman of unusual attainments. She has resided in Des Moines for the past three years, going there with her mother and aunt from Washington, D. C. She was graduated from the liberal arts department of the University of Indiana, and received her master's degree in English at the University of Iowa.

Mr. Clark is well known in lumbering circles, being a prominent factor in walnut production. The Des Moines Saw Mill Company, Inc., is a well organized concern operating a strictly modern mill and getting out large quantities of walnut.

Mr. Clark is secretary of the association of walnut manufacturers and his influence is important in determining the policies of that organization.

LIEUT. SAMUEL C. MENGEL. LIEUT. JOSEPH T. MENGEL

Bonuses by Long-Bell Lumber Company

The Long Bell Lumber Company, with headquarters at Kansas City, Mo., distributed between $200,000 and $300,000 to its employes in the form of bonuses and gifts. Among the company's new year donations was a check sent to each man who has left the service of the company to go into the service of the country. Up to the first of the year these numbered 193.

Prominent New Englanders Pass Away

A. M. Wood, of the A. M. Wood Company, of Charlestown district, Boston, Mass., died recently.

Another large hardwood concern in that district has also suffered the loss of one of its principal members, Harrison Parker, of the Palmer & Parker Company, one of the largest firms in this branch of the trade in New England. He was a popular and familiar figure on the market, having been for nearly sixty years associated with this company, and his passing on, after a lingering illness, while not unexpected, will be keenly felt by his numerous close friends.

Last Year's Railway Finances

The current issue of the Railway Age Gazette publishes an analysis of the revenues and expenses of the railroads of the United States during 1917, in which it is shown that the revenues crossed the four billion dollars mark, which is $400,000,000 higher than the figures for 1916, which broke the record by many millions. During the same year railway expenses amounted to $2,800,000,000, which was $500,000,000 greater than the expenses in 1916, so that the final figure of operating income for the year was reduced by about $100,000,000.

Southern Pine for Ships

The Southern Pine Association is not disposed to let pass without challenge the charge that it has fallen down in its agreements to supply timber for ships and that it overestimated its ability to furnish what was asked. Through a committee, the pine people have given their side of the controversy, and they charge that any falling down on their part was due to the persistent and frequent changes in quality, size, and quantity of timber called for by the shipping board which would specify one size of timber, and an extraordinary size, and when the pine manufacturers had spent thousands of dollars getting out the stuff, somebody in the shipping board would take a notion in his head that some other size would do better, and a change would be ordered without regard to how much it would cost or inconvenience the lumbermen. These sudden and spasmodic changes in specifications were declared by Senator Martin of Virginia to be due to "unfortunate ignorance." Not a practical southern pine lumberman was consulted in making out the schedule of lumber necessary for each ship. Unusual sizes would be ordered, with certain proportions of heartwood; and after a little while, a change would be made, perhaps to a larger size with still more heartwood. In that way the most strenuous efforts of lumbermen to cut and deliver the timber were defeated. The whole thing was not much different from the muddle in getting guns, due to changes in plans which upset all calculations.

Latest Statistics on 1917 Cut

The National Lumber Manufacturers' Association has just issued a blotter on which is printed the compilation of statistics showing cut and shipments from December 1, 1916, to November 30, 1917.

Below is found a tabulation of the hardwood cut and shipped, the total lumber cut and shipped, the difference being the soft woods cut and shipped:

Feet in Millions and Tenths

Months—	Hardwoods — HARDWOODS — Cut	Hardwoods — HARDWOODS — Shipped	Total — TOTAL — Cut	Total — TOTAL — Shipped
December, 1916	113.0	119.6	1,085.6	1,235.0
January, 1917	119.1	108.9	1,162.8	1,288.7
February, 1917	122.6	102.3	1,106.5	1,065.2
March, 1917	116.7	102.6	1,180.4	1,108.2
April, 1917	132.8	122.1	1,273.6	1,292.5
May, 1917	127.9	117.6	1,553.2	1,537.8
June, 1917	106.0	111.8	1,499.3	1,581.2
July, 1917	95.7	104.9	1,388.6	1,565.5
August, 1917	94.8	120.6	1,385.9	1,575.8
September, 1917	85.2	110.0	1,297.4	1,247.3
October, 1917	91.7	90.7	1,417.7	1,234.8
November, 1917	66.0	87.2	1,246.5	1,197.4
Totals	1,271.5	1,298.3	15,597.5	15,929.4

Shipped more than cut, softwoods.....305,100,000 ft., or 2.1%
Shipped more than cut, hardwoods..... 26,800,000 ft., or 2.1%
Shipped more than cut, total.....331,900,000 ft., or 2.1%

Enters Petition on Minimum Weights

The Northern Hemlock & Hardwood Manufacturers' Association, through its traffic manager, L. M. Decker, has filed a petition with the Interstate Commerce Commission at Washington, D. C., respecting proposed regulations for the minimum loading capacity of cars with lumber as a special war emergency measure. The text of the petition follows:

Your petitioners, the Northern Hemlock & Hardwood Manufacturers' Association is a voluntary unincorporated organization, representing eighty-two lumber manufacturers of the state of Wisconsin and the upper peninsula of Michigan, and as such are vitally interested in any change in rules, rates or regulations affecting the charges for transportation.

Your petitioners represent that there has been filed by E. B. Boyd, as agent for Western Trunk Lines, 15th section Application No. 1993, wherein it is sought to increase the minimum weight on lumber to 40,000 pounds, in all classes of equipment, in Western Trunk Line territory. That the present minimums are 30,000 pounds for cars under thirty-six feet in length and 34,000 pounds for cars thirty six feet and over in length.

Your petitioners further represent that the lumber operators in this territory are making every effort in the furtherance of car efficiency and conservation of equipment, thus vieing with each other to utilize every available foot of loading space and will continue to do so.

Therefore your petitioners are not at this time offering objections to the general proposition of increased minimum weights on lumber, but feel that the plan as suggested by carriers should be subject to such modifications as will adequately protect the interests of shippers and at the same time bring about the utilization of equipment to the fullest possible extent.

Your petitioners therefore do not offer objection to changes made in conformity with the following plans:

A minimum of 40,000 pounds to apply to ships in shipments in cars 36 feet and longer, subject to the following:

(1) That where cars are loaded to full visible capacity, actual net weights will govern without regard to the minimum.

(2) Where a car of the character ordered by shipper can not be furnished and for convenience of the carriers a car of different character is furnished, the car so furnished may be used on the basis of the minimum weight applicable to car ordered, or on basis of actual weight of shipment in greater than such minimum.

On cars under 36 feet in length your petitioners offer no objection to a minimum of 34,000 pounds, subject to rule covering cars when loaded to full visible capacity.

If therefore it seems expedient to the commission that change in minimum weights applicable to lumber be made at this time, we respectfully urge that such steps be taken in the promulgation of such changed minimums that the interests of shippers be properly protected.

Traffic Affairs

Traffic notes from Washington include the following notes of interest among others:

Priority Director Robert S. Lovett not long ago issued an order giving priority of shipment to materials for cantonment construction, including lumber, but since then has suspended indefinitely all priority orders. This action was taken after a conference between Judge Lovett and Secretary of the Treasury McAdoo, in order to permit fuel shipments to be rushed ahead of everything, including passengers.

The eastern commodities case involving 15 per cent rate increases on certain lumber and other goods shipped throughout the East has been suspended until June 30.

The commission has dismissed the complaint of D. C. Stimson et al. against Louisville, Henderson & St. Louis Ry., involving rates on lumber from Owensboro, Ky., to New York and Brooklyn and Philadelphia. The commission said the rates were not shown to have been or to be unreasonable or unduly prejudicial.

The commission has assigned for hearing February 11 before Examiner Gibson at Tampa, Fla., Fifteenth Section Application No. 2246 by G. K. Caldwell, chairman of the southeastern carriers' committee and coastwise steamship connections, in conjunction with the pending Southeastern Rate Adjustment case. The application seeks approval to file revised rates from Ohio and Mississippi river crossings and related points, eastern cities, interior eastern points, and from Buffalo-Pittsburgh territory to points in the Southeast and Mississippi valley on furniture material, naval stores, woodenware and other articles. The railroad people say that the proposed revision is part of the general revision required by the commission's order requiring adjustment of southeastern violations of the long and short haul law.

The commission has ordered decrease from 500 to 200 pounds in the allowance for weight of standards, strips and supports on c. l. shipments of lumber or logs on flat or gondola cars, provided in certain cases in connection with Cincinnati, New Orleans & Texas Pacific and Southern railways.

Cancellation of the l. c. l. ratings on box, shooks and ends, egg case material, wooden hoops, rough and dressed lumber, and hoop poles provided in note 65 of exceptions, pages 407, 408 and 409 of I. C. C. No. 22 (Southern Classification No. 43) ratings in classification proper thereafter to apply, to establish a uniform application rating over the entire Nashville, Chattanooga & St. Louis Ry.

File Exceptions to Reclassification Report

In view of the hearing scheduled at Washington January 18 in the lumber reclassification case, the commission is receiving many briefs and exceptions to Examiner Esch's tentative report on the question from parties interested in the subject, especially railroads and lumbermen. Lumber manufacturers, other firms in the business, trade associations, box men and railroads take exception to the examiner's suggestions. William A. Wimbish has filed a brief for the National Lumber Manufacturers' Association, Northern Hemlock & Hardwood Manufacturers' Association, Hardwood Manufacturers' Association of the United States, Michigan Hardwood Manufacturers' Association, Western Carolina Lumber & Timber Association, Southern Cypress Manufacturers' Association, Southern Pine Association, Georgia-Florida Sawmill Association, North Carolina Pine Manufacturers' Association, and Northern Pine Manufacturers' Association.

Hal H. Smith, as attorney for the Strable Lumber Company, Nichols & Cox Lumber Company, William Horner, and other users of transit privileges, has filed exceptions to the report. Mr. Smith objects especially to the proposition that uniform transit provisions should be adopted by all carriers. He characterizes this provision as illogical and confusing.

Jeffery and Campbell and F. C. Gifford have filed a communication with the commission in behalf of the box manufacturers' association, excepting to Examiner Esch's findings that crate and box material and the raw material from which shooks are manufactured should be given the lumber rate; that the carload minima should depend upon the size of cars; that a basis of 15 pounds per cubic foot is taken for revenue at the minimum base rates; that a sliding scale of minima is proposed based upon 45,000 pounds as 100 per cent as applied to box shooks and their raw material.

The box people suggest that no further action should be taken by the commission until after the war and commercial conditions throughout the world have been readjusted to a more normal basis.

Exceptions have also been filed to Mr. Esch's tentative report in its various features by attorneys representing the southwestern lines, Southern Pacific and Western Pacific railroads, western trunk lines, Official classification lines, Santa Fe and other western and transcontinental lines.

Chicago's Lumber Trade

Chicago's lumber trade has not suffered on account of the war, at least not in quantity of lumber handled. Figures for 1917 show that receipts were greater than those of any former year. About one-twelfth of all the lumber sawed in the United States in 1917 was shipped to Chicago. The people of the whole United States use about 400 feet of lumber per year each, but the people of Chicago use about 600 feet each. They received during the year 3,349,000,000 feet, reshipped 1,485,000,000 feet. The receipts in 1916 were 3,017,000,000 feet and reshipments 1,393,000,000.

Decision in Michigan Percentage Cases

The Interstate Commerce Commission has handed down its decision in what is known as the "Michigan Percentage Cases" concerning rates in manufactures of wood. The opinion by the commission gives a history of the case and the findings in a report of nearly sixty pages. Practically all the railroads doing business in Michigan are mentioned as defendants.

The defendants are required to cancel present rates by February 15, and are obliged to maintain rates to New York City and points taking the same rate not in excess of those based on prescribed percentages of corresponding rates between Chicago and those points and to maintain proportionate rates to all trunk line and eastern trunk line territory.

Hardwood News Notes

MISCELLANEOUS

The Benoist Aeroplane Company, Sandusky, O., has assigned.

The Tinsman Lumber Company has completed a new hardwood mill at Tinsman, Ark., to have a daily output of 35,000 feet.

Bliss & Van Auken, Saginaw, Mich., are rebuilding their flooring factory, which was burned some months ago, and will have a considerably improved and enlarged plant.

The Western Planing Mill Company, of Wichita, Kan., has changed its name to the United Millwork Company.

The Pelican Lumber Company of Mound, La., reports that it recently suffered a fire loss.

John A. Smith, president-treasurer of the Smith Sash & Door Company, Rochester, N. Y., died recently.

The Slidell Shipbuilding Company, Slidell, La., has been reorganized as the Louisiana Shipbuilding Company.

The death is announced of Charles Crabbe of the Charles Crabbe Company, Rockaway Beach, N. Y.

Jacob Goldman & Sons (Inc.), have filed an involuntary petition in bankruptcy at Brooklyn, N. Y.

At Sylvia, N. C., the National Products Corporation has been incorporated at $150,000 and will manufacture furniture.

The Wootex Manufacturing Company is a recently incorporated concern at Michigan City, Ind., to engage in the manufacture of furniture.

The Carrier Lumber & Manufacturing Company, Sardis, Miss., had a fire recently, at its plant.

An involuntary petition in bankruptcy has been filed by the Scarritt-Comstock Furniture Company of St. Louis, Mo.

Capitalized at $25,000, the William Huke Rattan & Willoware Manufacturing Company is engaging in business at St. Louis, Mo.

The Detroit Furniture Manufacturing Company, Detroit, Mich., suffered a fire loss recently.

The Mitchell Eastern Parquetry Corporation, Brooklyn, N. Y., has been incorporated.

CHICAGO

HARDWOOD RECORD has been favored with attractive calendars from the following concerns: George C. Brown & Co., Memphis, Tenn.; Wood-Mosaic Company, Inc., Louisville, Ky.; John M. Woods & Co., East Cambridge, Mass.; Bellgrade Lumber Company, Memphis, Tenn.; Welsh

Lumber Company, Memphis, Tenn.; the General Electric Company, Schenectady, N. Y., and the Miller Lumber Company, Marianna, Ark.

W. D. Stewart has been appointed receiver for the Independent Harvester Company, Plano, Ill.

The Charles T. Wilt Company incorporated at $49,000, has succeeded the business of Charles T. Wilt Estate, Chicago.

The Curtis Brothers Handle Company has been incorporated locally with a capital of $1,000,000.

The Harms Manufacturing Company and Hoffberg Hyman, both of Chicago, have filed involuntary petitions in bankruptcy.

With a $10,000 capital, the National Phonograph Company has been incorporated to do business in Chicago.

C. B. Allen of the Allen-Eaton Panel Company, Memphis, Tenn., was in Chicago for a short time this week on a business visit.

R. L. Jurden of Penrod, Jurden & McCowen, Memphis, Tenn., was one of the distinguished southern visitors in the city during the past week. Mr. Jurden is very busy these days on association matters having to do with seeing that Uncle Sam gets his necessary supplies of hardwoods and veneers.

The Lincoln Porter Manufacturing Company, Sterling, Ill., has sold out to the E. L. Reed Manufacturing Company.

I. R. Garretson, until recently lumber agent of the Chicago and Eastern Illinois Railway, left that position January 1, 1918, to join the organization of the Marsh & Truman Lumber Company, Chicago, as traffic manager. Mr. Garretson succeeds Capt. A. Fletcher Marsh and E. L. Bronez who have entered the U. S. army.

On December 30, 1917, occurred the death of Arthur Nollau, president of Nollau & Wolff Manufacturing Company, Chicago, and member of the Lumbermen's Association of Chicago. Funeral services were held January 2, from his late residence, 606 Arlington Place.

The war service committee of the veneer and panel industry held a meeting here this week attended by D. E. Kline, Ralph Jurden, Chairman Lord, Howard Young and A. E. Gorham.

Tom Christian of the Wood-Mosaic Company, Inc., New Albany, Ind., was in Chicago this week. He reported his plant running full tilt and very busy on walnut gunstock business both for home and foreign shipment. He says his company has splendid demand for government materials of all kinds, and is very much pleased with the outlook for the year's business. However, he says, the commercial demand, owing to the lack of cars, has necessitated confining efforts almost entirely to government business because of need of the stock and the fact that the interior business hasn't been very active. In fact, it never is at this time of the year. He reports good poplar back to the old prices in its heyday with the automobile trade, and a really good demand for both upper and lower grades for the butter box trade.

Max Pease of the Galloway-Pease Company, Poplar Bluff, Mo., and Saginaw, Mich., says: "If Uncle Sam needs my services about half the time, I am his huckleberry now until we get some relief on the car shortage proposition. We don't think the commercial trade so good as it might be. The fact that we can't deliver the stuff puts us in an uncomfortable position and we haven't the effrontery to solicit business. Of course, it is my opinion that the government's handling the railroads will relieve the situation materially one of these days, and then we will all get busy. We have had a scarcity of logs due to the car shortage, but we have a good stock of firsts and seconds quartered oak and can take care of some government lumber business."

L. W. Crow of the Mears-Slayton Lumber Company, city, will leave in a few days for Washington, where he expects to represent the Lumbermen's Association of Chicago, and see if it isn't possible to relieve Chicago of 300,000,000 feet of dry lumber on hand suitable for government contracts. It is believed that Chicago's locality, splendid facilities, added to its wonderful dry stocks on hand, will begin to get orders from Uncle Sam.

Walter Burke in speaking about new things around the Lamb-Fish Lumber Company plant at Charleston, Miss., said that the new distillation plant which will turn slabs and waste, stumps and limbs from cut-over lands into alcohol, charcoal and other by-products, will be built this spring. The machinery is on the way and the location is selected. This plant will no doubt be in full operation by the first of April. He says: "We are also building a new hotel at Charleston to take care of the increased number of travelers as well as the employes of this big operation."

I know this is the proposed "still" George Land has been fussing around with in the boiler room.

J. N. Penrod of the Penrod Walnut & Veneer Company, Kansas City, Mo., was in Chicago the other day and left on the tail end of that greatest snow storm on earth on Sunday night. Afterwards he came back and is now at Washington, D. C. He has had large contracts for walnut for government use and has had a mighty busy year in 1917 getting out this material. And in summing up the situation says he believes that 1918 will also be a busy year. Of course, nowadays it's a good deal harder to gather up walnut and put it into merchantable condition for Uncle Sam, but the Penrod company has had a large volume of this business because it has been for several years a big exporter for the Allies, and therefore in filling the contract for Uncle Sam it feels right at home.

W. E. Delaney of the Kentucky Lumber Company, Lexington, Ky., was a Chicago visitor during the holiday season.

Charles Worcester of the C. H. Worcester Company, Chicago, and a member of the war board, spent the holidays in Chicago and returned to join his confreres, R. H. Downman, Charles Edgar, Horace Taylor. Mr. Wisner of Laurel, Miss., will return ready to take up more actively the work this new year than they have ever done before.

FOR SALE

HUNTSVILLE LUMBER COMPANY

S. S. FLETCHER, Trustee, DECATUR, ALA.

All machinery and equipment, belts, pulleys, etc.; 7 ft. Clark Band Mill; 5 Boilers; engines, dry kilns; also hardwood flooring plant. Will sell as a whole or separately. For full list of machinery and prices, apply S. S. Fletcher, Trustee, Decatur, Ala.

E. L. Edwards of the E. L. Edwards Lumber Company, Dayton, O., visited Chicago the last part of December and was as busy as a bumblebee. He reports having a nice volume of business both on government work and other lines. He was enthusiastic about the amount of business secured if he could only get a car now and then.

W. N. Kelley of the Walter N. Kelley Company, Detroit, Mich., spent a day in Chicago during the new year. He reports having a very good business, but naturally during the stock-taking period there wasn't so much doing with the automobile people, although there has been some lumber booked. He says an order for a car or two is coming in every day, but because the automobile trade is uncertain as to what the government is going to do wtih the industry it is not buying for future use to any great extent, but it wants something quick and it is not a question of price so much as of being on the ground and giving service.

C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., spent most of the holidays in and about Chicago. He wasn't playing all the time either. He sold some thick stock he had in his yard, and believes there will be a good demand for 1918.

T. T. Bartelme, formerly a lumberman of Minneapolis, and now in the Red Cross service, returned recently from several months on the Continent, making headquarters at Paris, and is still in the same work living in New York. Mr. Bartelme came home and spent Christmas with his father and mother in Chicago.

W. O. King shortly before Christmas returned from a trip to Washington where he had had some business transactions with the signal service. And he is like most folks who go down there planning to accomplish something in a day or two, and find it generally takes two or three trips and some work in order to accomplish anything with the departments. He really had a patriotic idea because he had the lumber but it took him long enough to get the order so that it really netted him a loss because of their dilly dallying and waste of energy. "Brother King, you are not the only chap that has had some beautiful experiences of the same kind."

MEMPHIS

Brown & Hackney, Inc., have begun operation of their newly acquired mill at Transylvania, La., and they are preparing to keep it going steadily. They are bringing out logs with their own facilities and they are building a line of railway to their timber which will insure a continuous supply of logs at their plant. They have 6,000 acres of timberlands from which to draw, representing the property recently acquired from the Tensas Land & Lumber Company when the mill itself was bought.

J. W. Wheeler & Co., Memphis and Madison, Ark., have had their mill at the latter point closed down during the past two or three weeks for repairs and improvements. These have been about completed and the company will begin operating it again in the near future. C. L. Wheeler and Wm. Pritchard of the Pritchard & Wheeler Lumber Company, are the principal owners of this firm.

John M. Pritchard, who is giving all of his time to the affairs of the Southern Hardwood Emergency Bureau in Washington, spent Christmas day with his family in Memphis. He has already returned to Washington. He will come back to Memphis in time to attend the annuals of the Gum Lumber Manufacturers' Association, the Oak Manufacturers' Association and the Commercial Rotary Gum Association the third week in January. He is officially connected with all of these bodies either as secretary or treasurer or assistant secretary. He will deliver a special address before the Gum Lumber Manufacturers' Association on "War Orders for Hardwood Lumber and Their Effect on the Hardwood Lumber Industry." While here he made it clear that the bureau is not placing orders covering all requirements of the government in the way of hardwood lumber but intimated that plans are being worked out by which this may be accomplished. While here he attended the weekly meeting of the body organized in Memphis among hardwood lumber interests to co-operate with the bureau and with the government.

Maurice H. Welsh, who has been a traveling salesman for the Lamb-Fish Lumber Company at Charleston, Miss., for the past four years, has become associated in similar capacity with the Welsh Lumber Company. He is a brother of T. H. and J. W. Welsh, owners of this firm, and he will participate on an ownership basis. The company is apparently able to take care of all of the immediate Welsh family, so far as the men are concerned. Maurice takes the place made vacant by R. J. Welsh who enlisted some months ago and who is now doing his bit "somewhere in France."

There is no complaint whatever on the score of demand for hardwood lumber in Memphis. All interests admit that there are more orders than can be filled under present conditions and they emphasize, in the same connection, that transportation conditions must necessarily determine the amount of lumber sold. Private industry is taking its full share of the lumber sold here but government orders are steadily increasing. Little information, however, for obvious reasons, is given out in regard to these contracts. Prices are firm all along the line, with every indication of remaining so. There is no excess of southern hardwoods. In fact stocks are generally below normal. Meantime hardwood production is being considerably restricted and the outlook for a substantial increase in output is regarded as anything but encouraging. Hardwood lumber interests generally are in strong position and are able to finance their holdings without difficulty, with the result that there is no pressure to sell and no disposition whatever to make concessions except in behalf of the government.

There is an excellent demand for ash and hickory in dimension stock. All grades and thicknesses are wanted in these two items and many firms are taking this lumber green from the saw. Walnut is coming into increased prominence in this section. One of the big firms here is bidding for whatever is offered and is taking everything it can get. The lower grades of cottonwood and gum continue to be unusually strong because of the unparalleled consumption of these materials in box manufacturing plants. High-grade cottonwood is likewise in good call while the higher grades of gum are moving only fairly well. High-grade sap gum appears to be moving better than high-grade red. Cypress is a ready seller while there is a strong call for thick stock in plain oak. There is a fairly active demand for high-grade quartered white oak. Comparatively little quartered red oak is being offered. High-grade oak veneers are moving in very satisfactory manner and at good prices. Elm appears to be the slowest item on the entire hardwood list.

BUFFALO

The building situation is unsatisfactory and the weather has been responsible for this to a large extent, the zero temperatures being more in evidence than in years. In December the total cost of permits in Buffalo was only $684,000, as compared with $1,207,000 in December, 1916, a decline of 43 per cent. The year 1917 showed total building costs of $10,501,000 for Buffalo, as compared with $13,137,000 in 1916, a decline of 20 per cent.

The lack of house building in recent months has not been due to any lack of demand, for the city has few vacant houses or apartments, and rents have gone up to an unusually high figure. A large number of new houses could be sold or rented easily if new buildings were to be erected. Real estate men are predicting that a good deal of work will be carried out just as soon as spring starts.

In his annual message to the Legislature Governor Whitman calls attention to the fact that the enlarged Erie Canal, which has lately cost the state $150,000,000, will be ready for barge navigation and adds that the need of it is much increased by the failure of the railroads to come up to the traffic requirements of the country. He suggests that steps be taken at once to place an adequate fleet on the canal, both for war and commercial purposes. The lumbermen of the state are in more need of transportation facilities than almost any other branch of business, and will not forget that the canal was a great carrier formerly of forest products, and will be again as soon as it is properly equipped.

The plan of the new canal barge has not been worked out yet. It is likely that both wood and steel will be tried, and wood construction will certainly lead if proper timber can be obtained. A movement in favor of the building of vessels has been started, and it has the support of leading commercial bodies, including the Buffalo Chamber of Commerce.

Edwin W. Gerlitz, who has been with T. Sullivan & Co. for the past eight years, severed his connection with that concern on January 1 in order to become associated with the Queen City Engineering Company and the Phoenix Hardware Manufacturing Company. He will be vice-president and sales manager of both concerns, which are located at 49-55 Illinois street.

Herbert Hill, city salesman for the Hugh McLean Lumber Company, and son of Dr. Hill, the city chemist, has joined the Twentieth Engineers' Forestry Regiment for service abroad. The regular sales force of the company is making its annual inspection of the southern mills this month.

M. M. Wall has returned from a several weeks' business and pleasure trip to the South, during which he visited a number of hardwood mills.

The Curtis Machine Company's plant at Jamestown, N. Y., was burned on January 2, with loss of $40,000, covered by insurance. The company manufactured machinery for furniture factories and had lately been making aeroplane propellers.

PITTSBURGH

The Bradley Lumber Company has lately put in a fine hardwood operation on the Western Maryland railroad in Fulton county, Maryland and another one on the C. & O. railroad at Scarboro, W. Va.

W. A. Wilson & Sons, Wheeling, W. Va., with offices in the Fulton building, this city, are starting to develop a tract of 12,000 acres of hardwood and pine in Wythe and Smyth counties, Virginia, on the N. & W. R. R. They already have two mills in operation on the tract.

The Frampton-Foster Lumber Company has lately established branch offices in Chicago, Cleveland, Detroit and Knoxville.

H. J. Gearhart, aged forty-eight, purchasing agent for the Pressed Steel Car Company of this city, and who had bought probably as much hardwood from Pittsburgh wholesalers during the past few years as any other man in this territory, died at his home, December 29.

The Aberdeen Lumber Company announces that business just now is badly in the dumps, not so much on account of lack of trade as because of no cars for shipment. President Woollett has great faith in the government and its ability to fix up the shipping situation soon.

E. V. Babcock, of the Babcock Lumber Company, is now mayor of Pittsburgh. He has already chosen his cabinet, and for the next few years will "saw wood" instead of sell wood.

BALTIMORE

The new year has started with apparently no changes in the make-up of the hardwood firms doing business here. No new bidders for business have entered the ranks, and none of the old members of the trade have dropped out. As far as can be learned, there is a complete absence of shiftings in the trade, matters proceeding much as they did in 1917. At least one new project involving a hardwood development with Baltimoreans interested is under consideration, but has not yet progressed to a point where details are available or where the transaction may be regarded as complete, unforeseen impediments having arisen and deferred a decision. Most members of the trade continue to do a fair amount of business, although this is of the more immediate sort, no one, apparently, having much ahead.

The machine shop of the American Propeller Manufacturing Company, on East Hamburg street, was partly destroyed by fire on January 1, the damage being estimated at $50,000. The blaze is thought to have been of incendiary origin, because the company is working on a large order for aeroplane propellers for the United States Government and has also turned out many of these propellers for the allies. The product of the company is in heavy demand at this time, and the fire is therefore especially embarrassing.

Damage estimated at $70,000 was caused by fire to the planing mill of Otto Duker & Co., President, Fleet and Albemarle streets, on December 27. There were two fires, the first breaking out about 3:40 o'clock and apparently extinguished in a short time. At 5:30 a second blaze was discovered and this gained considerable headway, doing most of the damage. Because of the fact that the firm has been engaged of late in turning out large quantities of tent pegs and other material for the government, it is suspected that incendiarism may be responsible for the first fire, the supposition being that the second was due to a spark or smoldering ember overlooked after the first blaze. As the factory was equipped with automatic sprinklers, no watchman was employed, the sprinklers being regarded as adequate protection. The adjacent sawmill and other departments of the firm, including extensive lumber stocks, were in great danger, but firemen saved the property. The firm occupies about half a city block and does a big business.

There is every prospect that the government will come to the aid of the Bethlehem Steel Company at Sparrows Point, near Baltimore, in the matter of housing facilities to accommodate the great increase in the number of workers at the ship yard that must be provided if the vessel construction program is to go forward on the advanced scale planned. Admiral Bowles, head of the construction department of the Emergency Fleet Corporation, speaking before the Senate committee on commerce December 28, detailed the negotiations between the corporation and the steel company, and stated that the intention was to erect some 1,500 dwellings in the Sparrows Point section for the expected increase in the number of workers, the government to advance the money for this construction, the amount being estimated at $5,000,000. The Bethlehem Steel Company is to make repayment of three-fourths of the sum in ten years, the corporation taking chances on the rest. The Bethlehem company is to give a first mortgage on the houses and the land to the government; and the latter will fix the rentals, the idea being to make them moderate, so that every inducement will be presented for workers to come here. Large quantities of lumber will be needed for the construction of the houses, and the augmented program of shipbuilding will require much more, even though the vessels built will be of steel. They are to be part of the great merchant fleet planned.

Horatio H. Webster, for years head of the furniture firm of Klipper, Webster & Co., Baltimore, one of the most prominent in its line at the time of its existence, died of pneumonia December 26 at his home here after an illness of only ten days. Mr. Webster was seventy-six years old and came from New Hampshire fifty years ago.

The sale of the East Lake Lumber Company and the Dare Lumber Company, both New York corporations operating in North Carolina, has been followed by a suit, instituted in the court of common pleas of Baltimore December 20 by Theodore F. von Dorn, a New York attorney, and Col. Frank Weeks, a Philadelphia lumberman, against Julian E. Gittings of Baltimore, for $100,000 damages for alleged breach of contract. It is declared in the bill of complaint that on February 5, 1915, Mr. Gittings contracted with Mr. von Dorn for the sale of the properties, promising him a commission of $50,000 if he made the sale. Mr. von Dorn associated with himself Colonel Weeks, and it is averred that through their efforts

the sale was made to George F. Montgomery of New York for $1,000,000. Mr. Gittings, it is alleged, received a commission of ten per cent, but had no authority to make the contract with Mr. von Dorn.

COLUMBUS

The Doddington Company, lumber dealer and manufacturer of millwork, gave its regular New Year's reception to customers and friends at the plant, 451 West Broad street, New Year's Day. A luncheon was served. Edwin Spencer, who was on the sales force of the company, has recently been commissioned a second lieutenant and has been assigned to duty at Camp Sherman, Chillicothe, O.

The annual election of officers of the Columbus Builders' and Traders' Exchange was held January 7 at the Exchange building, North High street. The committee on nomination had placed two full tickets in the field. An open house was held following the election. Many lumbermen are affiliated with the exchange.

Papers have been filed with the secretary of state increasing the capital of the C. A. Mauk Lumber Company of Toledo from $100,000 to $150,000.

The Gross Lumber Company, Bellevue, O., sustained considerable damage recently by a fire which originated from an open fireplace.

The Bethesda Box Company, Bethesda, O., was totally destroyed by fire recently, entailing a loss of approximately $10,000.

The Liberty Lumber Company, Columbus, has been organized recently with an authorized capital of $25,000 and will have its offices in the Joyce-Realty building. E. R. Clarridge is president and treasurer. W. L. Pierce is vice-president and R. E. Smith secretary. The directors in addition to the officers are F. P. Rogers and A. C. Davis.

Fire caused a loss of approximately $50,000 in the plant of the Cleveland Box Company, West Third street, Cleveland.

The Kirby Callander Company has succeeded the C. F. Callander & Sons Company at Painesville, O.

The Acorn Lumber Company, Columbus, is going out of business. It is one of the oldest concerns of the city.

The Columbus Real Estate and Building Show, which will be held in Columbus beginning January 21, is now an assured success. Spaces in four large halls on the Ohio State Fair Grounds have been reserved by exhibitors. Indications point to a larger show of that character than ever held in the Middle States.

R. W. Horton of the W. M. Ritter Lumber Company reports a quiet time in the hardwood trade during the holidays. Dealers are now anxious to buy if they could be assured of shipping facilities. Prices are well maintained at the levels which prevailed for some time. Retail stocks are not large.

CLEVELAND

Hardwood men of Cleveland are doing their bit toward conservation. At the suggestion of F. T. Peitch, secretary of the Lumber Club of Cleveland, no Christmas party was held this year. It was estimated this event would cost about $350, and the lumbermen agreed that it could be better used for the many war relief movements.

George E. Breece, Charleston, W. Va., president of the West Virginia Timber Company, attended the annual meeting of the directors of his company held in Cleveland recently. The directors were told of the precarious transportation conditions that are hampering the hardwood industry, and urged to co-operate to aid the government as far as possible. While here Mr. Breece was the guest of A. G. Webb, vice-president of the company and general manager of the main offices here.

All hardwood dealers in this district, as well as other lumber interests, are contributing to a survey on costs, being compiled under the direction of J. V. O'Brien, secretary of the Cleveland Board of Lumber Dealers, looking to a more concise method of transacting business for the coming year, and to avoid possible errors with the fast and sharp increases in all lumber materials.

INDIANAPOLIS

Milton S. Huey, eighty-one years old, one of the best known lumbermen of Indiana, died at his home in Indianapolis, January 2, following a short illness. Until six years ago Mr. Huey was the president of the Capitol Lumber Company when he retired in favor of his son, Oscar L. Huey. Mr. Huey was born on May 15, 1836, came to Indianapolis from Zionsville, O., in 1853, and excepting for a few years spent at South Bend, Ind., had lived here since that time. Shortly after his arrival in Indianapolis he established a chair factory, and later was connected with the furniture manufacturing firm of Spiegel & Thoms. He later was connected with the lumber firm of Huey-Adams & Johnson, and after his partners had retired from this business, the name was changed to the M. S. Huey Company. He later was connected with the Bee Hive Planing Mill, which was merged into the Capitol Lumber Company. A widow, one son and a daughter survive. The son is Oscar L. Huey, head of the Capitol Lumber Company, one of the largest concerns of its kind in Indianapolis. His daughter is Mrs. William F. Johnson, the wife of the head of the William F. Johnson Lumber Company. Mr. Huey was a Thirty-second degree Mason, being a member of the Scottish and York Rite lodges. He also belonged to the Mystic Shrine. Funeral services were conducted January 4.

Officials of the Showers Bros. Furniture Company of Bloomington, Ind., announce that the company has orders ahead to keep it in capacity operation for a month.

Certificates of dissolution have been filed by the Indiana Hardwood Company of Gary, Ind., and the Hardwood Lumber Company of Wabash, Ind.

The Indiana state forestry department has been investigating rumors to the effect that Indiana white oak is deteriorating in quality, the complaints having been received from consumers abroad. The department recently issued a statement to the effect that Indiana white oak has been misbranded. Timber has been shipped into this state from other territory and after the timber has been seasoned here, investigation shows that it has been branded as Indiana white oak.

Frederick M. Bachman, prominent Indianapolis business man, and the head of the F. M. Bachman Lumber Company, died in Indianapolis December 26. Mr. Bachman was sixty-eight years old. He was born in Germany, and immigrated to this country in 1865. He lived for a brief time in Louisville, Ky., subsequently establishing a grocery business in Noblesville, Ind. He became a resident of Indianapolis in 1879, buying what still is the largest retail grocery store in the city. In addition to being the head of the lumber company, he was a director of the Fletcher American National Bank, the Fletcher Savings and Trust Company, and the Citizens Gas Company. He was president of the Booth Furniture Company of Peru, Ind., and the Indiana Drop Forging Company. He is survived by a son, Frederick M. Bachman, Jr., and a daughter, Mrs. Herman P. Leiber.

Announcement was made recently by Frank Coss and Frank Day of Greencastle, Ind., of the sale of the Greencastle Kitchen Cabinet Company to James B. Nelson of Indianapolis, and Grafton Johnson of Greenwood, Ind. R. R. Cunningham, who has been sales manager for the company for several months, will act as manager.

The Closson Lumber Company of Logansport, Ind., has been incorporated with a capitalization of $50,000. Directors are Margaret M. and Card A. Closson, and Arthur Sells.

The capital stock of the D. N. Foster Furniture Company of Fort Wayne, Ind., has been increased from $100,000 to $150,000. The company has been in business for fifty years.

The Talge Mahogany Company's plant in Indianapolis recently suffered a loss amounting to $5,000 when a pit to hold sawdust between the first and second floors caught fire. Most of the damage was caused by water. The loss was covered by insurance.

The Indiana Hardwood Company of Ligonier, Ind., has dissolved as a corporation.

The Simpson Lumber Company, operating yards throughout Illinois and Indiana, has opened a new yard at Poseyville, Ind.

Charles Barnaby, Greencastle, Ind., one of the best known hardwood lumbermen of the state, recently was elected president of the Indiana Manufacturers' Association.

EVANSVILLE

Lumber manufacturers of Evansville and vicinity worked hard in the recent Red Cross drive. Workers in Evansville "went over the top", having secured more than 17,000 memberships.

The monthly meeting of the Evansville Lumbermen's Club was held on January 8. The log and car shortage questions were discussed. The newly elected officers for 1918 were installed. Charles A. Wolfiin said he had his lines out for several new members in nearby towns. Most of the manufacturers and retail dealers in Evansville are already members of the club.

The firm of Veeck & Son, Petersburg, Ind., has been changed to the Petersburg Wagon Works. The new company will make a specialty of rebuilding wagons and vehicles. Later on it will engage in the manufacture of new vehicles.

William Johann, who is in training with the national army at Camp Zachary Taylor at Louisville, Ky., was here for the holidays as the guest of his parents.

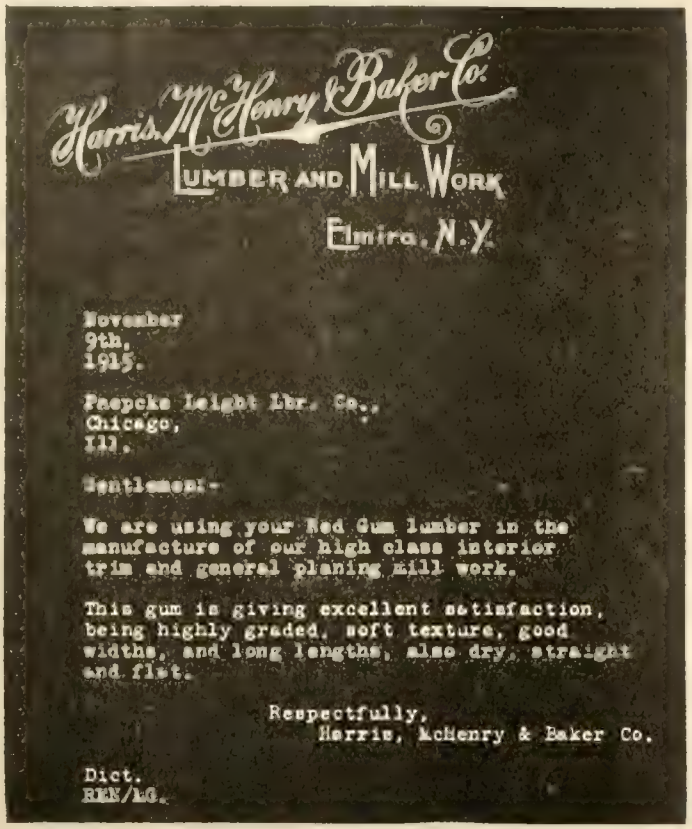
The Brown Brothers Lumber Company at Dale, Ind., for some time has been making wagon tool boxes for the federal government, and has still a big lot of work to do for the government.

The plant of the Evansville Veneer Company is being operated on steady time and George O. Worland says that despite the company's inability to get logs because of the car shortage, things look favorable for 1918. The company has been placed on the roll of honor for the Red Cross, every employe of the company having taken out a membership.

Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company and associated with several more large wood consuming factories of Evansville, was inaugurated for his second term on January 7, and will serve for four years more. A good sized boom for the nomination of Mayor Bosse for governor of Indiana on the democratic ticket has been started by his friends over the state. Fred W. Reitz of the Clem Reitz Sons Company and Daniel Wertz of Maley & Wertz are members of the new Evansville city council.

LOUISVILLE

Government control of railroads has been the most prominent topic in Louisville lumber circles within the past few weeks, and while some shippers are a bit opposed to government control or government owner-



Of course it is true that

Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST.

CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

ship, it is the general opinion that it is about the best thing that could take place under existing conditions, and it is said that things could not possibly be any worse than they have been. As was pointed out at a car shortage hearing in Louisville late in 1916, the carriers have shown conclusively that they couldn't handle the big tonnage situation under the old "dog eat dog" policy, and it was pointed out at that time that it was about time the government stepped in and did a little regulating, which should prove to the benefit of both shippers and carriers. Louisville lumber concerns were forced to turn down many thousands of dollars worth of business and profits during the past eighteen months on account of traffic conditions, and would have stood to make the biggest money in their histories if they could have obtained transportation for all of the business that could have been secured. However, at that the past eighteen months have been big ones for the hardwood trade, and almost everyone has been making money regardless of car shortages, embargoes, labor scarcity and high wages. However, some improvement has already been shown, and cars are easier to obtain than they have been.

That Louisville manufacturers passed through on a high tide of prosperity during the past year was shown in the annual report of the Louisville Clearing House, which went over a billion dollars in 1917 for the first time on record. This big showing was partially due to the placing of Camp Zachary Taylor at Louisville, but more so on account of the large war contracts which are held by a number of lumber companies, wagon manufacturers, box plants, millers and other manufacturers. Louisville reached its stride in taking on war orders during the past year, having been slow in getting started, but clearings of a billion dollars would go to show that the war is not hurting business in Louisville, and the lumber trade has certainly obtained a nice share of the business.

Amended articles of incorporation have been filed by the Churchill-Milton Lumber Company of Louisville, in which the capital stock of the company is increased to $400,000 and the debt limit to a half million dollars. This company is a Kentucky corporation, although it recently moved its main offices to its big new mill at Greenwood, Miss., and has another mill at Glendora, both featuring the production of gum and hardwoods. The capital stock of the company is divided into 4,000 shares, of which 350 shares are preferred, 6 per cent stock, which can be retired at the option of the board of directors.

A new poplar concern has been incorporated in Louisville as the Dawson Lumber Company, this concern to manufacture beveled siding and handle general hardwoods. The capital of the company is $30,000, while the officers are John L. Dawson, president and general manager; John L. Kitchen, vice-president, and Robert Dawson, secretary-treasurer. John L. Dawson for several years has been a representative of the Norman Lumber Company, poplar manufacturers and jobbers; while Robert Dawson has been a traveling agent for the North Vernon Lumber Company of Louisville and North Vernon, Ind. Mr. Kitchen will not be active in the new concern, as he is a member of Vansant, Kitchen & Co. of Ashland, Ky., and devotes his time to that organization. The new company has secured the old plant of the Kentucky Rim & Shaft Company, and is installing a planer, cut off saw, cross cut, beveling machine and other equipment.

Plans are being worked out by S. R. Rogers, formerly a local lumber inspector, for the incorporation of the Ohio Falls Hardwood Lumber Company, a $10,000 hardwood jobbing company, which will handle a general line of hardwoods, doing a yarding business in Louisville, according to Mr. Rogers, who will be vice-president and general manager. Robert B. Bledsoe, retired builder, will be president, and W. Sanford, secretary-treasurer. Mr. Rogers has plans for manufacturing some lumber in eastern Kentucky.

According to recent announcement the Louisville Planing Mills Company, is planning to rebuild its plant, which was destroyed early in December by fire at a loss of $70,000. The plant included a sawmill, veneer plant and planer, the company featuring production of Kentucky and Indiana hardwoods. Olaf Anderson is president of the company.

Heavy snows throughout the mountain district of Kentucky, and heavy ice in all rivers and streams, has held back logging operations materially during the past few weeks, and production is at a very light stage just now. The heavy ice in the Ohio river has caused the loss of a number of barges and towboats, and endangered the holdings of numerous lumber mills operated on the waterfront. The ice is so heavy at many points that mill operators are afraid it will carry out their log rafts, and much river equipment is still in the open, as the big freeze came so suddenly that it could not be placed in safety.

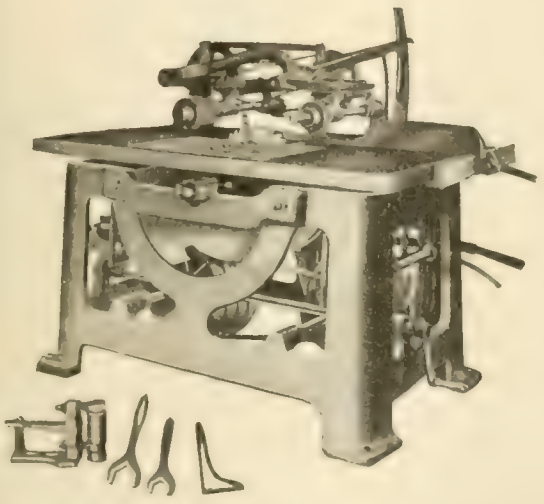
The C. C. Mengel & Bro. Company, mahogany manufacturer of Louisville, operating plants in Africa and South America, with finishing mills at Louisville, has the following to say concerning the condition of the mahogany market: "The mahogany business during 1917 has been exceptionally good and active, due in a great measure to the demand of this government and its allies for mahogany for the manufacture of aeroplane propellers. While it has been difficult to charter tonnage, and enormous freight rates have been asked, some of the provident exploiters purchased steamers, thereby insuring to themselves the necessary facilities in this respect. The outlook for 1918 is bright. Large quantities of higher grade mahogany will be required by the allies. It appears not unlikely that the

For Greatest Range of Uses

and

Easiest Handling

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

furniture manufacturers will make certain parts of aeroplanes for the government, in conjunction with the making of furniture, for which the lower grades of mahogany can be used. In that event there will be, by reason of business activity throughout the land incident to war work, a demand for furniture. Should the war come to an abrupt close, we are still of the opinion that aside from reaction, business will continue good, for the reason that all stocks abroad are depleted and no great quantities on hand with manufacturers of this country. On the whole we are optimistic as to business conditions throughout 1918.

The Louisville, Ky., and Mound City, Ill., plants of the Inman Veneer & Panel Company, Louisville, are being kept busy just now on some sub war contracts for manufacturing twenty-one aeroplane parts, mostly of glued up stocks of mahogany. Harry Inman of this company stated that eight and ten-ply veneers were being used to make this stock substantial, and that orders on hand would keep the company busy at both plants for some time. A similar order has been landed by the Star Piano Company of Richmond, Ind., this concern also manufacturing aeroplane parts for assembling by the manufacturers with the big contracts.

The Chesapeake & Ohio R. R. Company has filed suit in the U. S. district court at Frankfort, Ky., to stop residents of Menifee and Montgomery counties, Kentucky, from cutting timber from 2,000 acres of land owned by the C. & O. on Slate creek. It is alleged that $4,000 worth of timber has already been cut out, and several clashes have come up between railroad officials and these outlaw lumbermen.

Henry Pilcher's Sons, organ manufacturers of Louisville, recently presented every employe with a bonus of an extra week's salary.

An eastern Kentucky manufacturer is going a long way toward solving the unsteady labor problem through offering beginners wages of $2.25 a day, and a bonus of $5 for a full month's work, this resulting in common labor losing more than two full days' pay out of the bonus whenever they lay off one day, meaning that it costs a day laborer just $7.25 to lay off a day.

MacAdams & Son, Hickman, Ky., have just received a judgment for $5,119 against a St. Louis concern, in a St. Louis court, the Hickman timber buyers in their evidence showing that an agent of the St. Louis house closed a contract for the plaintiffs to furnish a certain quantity of walnut timber on a high market. The market dropped while the plaintiff had a yard full of stock, and the defendant refused to accept the material, stating that the agent had no right to make a binding contract to accept the timber. The courts held that the contract was binding, and gave judgment in favor of plaintiff.

ARKANSAS

The lack of cars in which to ship their products continues to be the greatest concern of Arkansas lumber manufacturers. For the most part mills are operating upon full or nearly full schedules, and by this means are providing employment for their men. Stocks are pretty full in some items, but orders are on file to take care of the outputs, if cars could be secured in which shipments could be made. Shipping in all lines, except for government use, has been abnormally light in this section for many days, and will continue so to be for an indefinite period. The taking over of the railroads by the government is expected by some lumbermen to help the situation. All, or practically so, are maintaining cheerful and optimistic dispositions, and are resigned to make the most of the situation. Lumbermen as a class are filled with patriotism, and are willingly making every effort to help the government in its preparations to wage a war of complete victory for democracy.

Quite an important amount of material for government use is now being supplied from the Arkansas forests. In the northern part of the state, buyers are finding and gathering substantial supplies of walnut timber, which is ultimately to be used in the manufacture of airplane propellers, gunstocks, etc. In eastern Arkansas, with Helena as a center, buyers are grabbing up all the straight grained ash that is to be found. The prices paid for these woods are said to be entirely satisfactory to the sellers.

The Amos Martin Handle Company has been organized at Leslie with a capital stock of $20,000, and will make handles for axes, picks, etc. Mr. Martin, the head of the concern, is well known among the Arkansas handle manufacturers.

The McRae Box Company has recently been organized with a capital stock of $10,000. It will operate a box plant at McRae and put out crates and boxes principally for use in shipping the strawberry crop of that section. The interested parties are Chas. Chambers, W. B. Beckwith and C. E. Brown, all of McRae.

E. N. Hill of the Anderson Cooperage and Lumber Company, Anderson, Ind., has recently closed a deal at Wynne, Ark., for the purchase of a site on which he proposes to erect a plant for the manufacture of hoops. Mr. Hill expects that the work of erecting the plant will start within the next few weeks.

The Pulaski Cooperage Company of Little Rock is now employing negro women for work in its plant. They are paid $1.50 and $2 per day and have proven entirely satisfactory.

Hamilton Conger and Carl Garner, who have been connected with the

KILN DRIED

1 & 2s Plain

RED or WHITE OAK

No. 1 Common Plain 4/4

INSPECTION AND MEASUREMENT AFTER STOCK HAS BEEN THROUGH THE KILN

Prompt shipment as lumber is now stored in our tight kiln dried lumber warehouse

Tennessee Oak Flooring Company
NASHVILLE, TENN.

WE FOUND A WAY TO SHIP

STERNER LUMBER CO PHILADELPHIA

Our knowledge of supply, grades and shipping possibilities has enabled us to supply some of our customers who feared they could not get any. What are YOUR needs in HARDWOODS?

WE MANUFACTURE bandsawed, plain and quarter sawed

WHITE AND RED OAK AND YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.

——Your inquiries solicited——

ARLINGTON LUMBER CO., Arlington, Kentucky

LENOX LUMBER

Ready for immediate shipment, subject to prior sale and government regulation

Kentucky Soft Quartered White Oak

5,000 ft.....4/4 FAS.
23,000 ft.....4/4 No. 2 Common
35,000 ft.....2½" to 5½" Clear Face Strips

Kentucky Soft Plain White Oak

50,000 ft.....4/4 FAS.
24,000 ft.....4/4 Selects
135,000 ft.....4/4 No. 1 Common
75,000 ft.....4/4 No. 2 Common
25,000 ft.....4/4 Core Stock

Kentucky Soft Plain Red Oak

15,000 ft.....4/4 FAS.
10,000 ft.....4/4 Selects
30,000 ft.....4/4 No. 2 Common

Kentucky Chestnut

12,000 ft.....4/4 No. 1 Common
30,000 ft.....4/4 Sound Wormy

Kentucky Miscellaneous

50,000 ft.....4/4 Log Run Beech
25,000 ft.....4/4 Log Run Gum
25,000 ft.....4/4 Log Run Maple

Wire or write for delivered prices

American Lumber & Mfg. Co.
PITTSBURGH, PA.

Major Stave Company at Ashdown, have joined the forest regiment for service in France.

Every officer and employe of the Fee-Crayton Hardwood Lumber Company, Dermott, has purchased a membership in the Red Cross, and some of them bought more than one.

The finishing plant of the Mount Olive Stave Company at Batesville was destroyed by fire on the night of December 24. The loss is estimated at $10,000, partially covered by insurance. About $2,000 worth of finished material in the plant was also destroyed. More than 200 men employed by the company will be thrown out of work until the plant can be rebuilt. However, new machinery will be ordered at once, and the plant rebuilt with as little delay as possible.

WISCONSIN

E. J. Gillouly, Mellen, Wis., has been commissioned a captain in the Twentieth Engineers (Forestry) and is expected to be in France shortly with a company of 250 men. Other Mellen men who are enlisted in this service are Peter Trojahn, Archie McAllister, Hans Hanson and Archie Meredith.

A son, the first-born, arrived at the home of Pierson Kneeland, treasurer of the Kneeland-McLurg Lumber Company, Phillips, Wis., just before Christmas.

Capt. Leo Schoenhofen, formerly sales manager of the Langlade Lumber Company, Antigo, Wis., and later a member of the Bissell Lumber Company, Marshfield, Wis., has returned from Camp MacArthur, Waco, Tex. Capt. Schoenhofen was honorably discharged for physical disability. At the entrance of the United States into the war he organized a company of infantry in the northern part of Wisconsin and was given command.

Lieut. Carlton Smith, vice-president of the Menasha Woodenware Company, Menasha, Wis., and son of the late Charles A. Smith, founder of the company, has arrived in France, according to word just received by cable. Lieut. Smith was awarded his commission at the second officers' training camp at Fort Sheridan, Ill., on November 15.

Maj. Edward Scofield, former governor of Wisconsin, has entered a sanitarium at Milwaukee to take a long rest. Maj. Scofield's home is in Oconto, Wis., but he has made his residence in Milwaukee for several years.

C. F. Mohr, president of the Mohr Lumber Company, Portage and Tomahawk, Wis., on December 31 celebrated his seventy-second birthday anniversary at his present home in Tomahawk. He still is hale and hearty and is found at his office at the mill every working day.

John W. Clifford, a pioneer logger and lumberman of central Wisconsin, died at his home in Stevens Point, Wis., on December 24, at the age of fifty-eight years. He has been a sufferer from stomach trouble for several months.

Donald J. Murray, Jr., has resigned as superintendent of the Curtis & Yale Company, Wausau, Wis., and on January 1 became associated with J. D. Mylrea in the foundry and machine shop business at Antigo, Wis. He is succeeded by Roscoe B. Young. Mr. Mylrea is secretary of the Langlade Lumber Company, Antigo, and formerly was a leading citizen of Wausau.

Madison, Wis., is looking forward to the construction of from 400 to 500 homes for workmen during 1918, these being the minimum number needed to accommodate the working forces in the industrial plants of the capital city. Two large ordnance plants are being added and several other industries have recently located there, requiring hundreds of additional workmen.

The Mosinee Land, Log and Timber Company, Mosinee, Wis., started its winter cut at the close of December, when the sawmill resumed operation after a suspension of about six weeks, during which repairs were made and the log supply replenished.

The Northern Wood Products Company, Glidden, Wis., is erecting a factory addition, which will be equipped to utilize every bit of material formerly regarded as waste, in the manufacture of toys, knobs, etc.

The Charles W. Fish Lumber Company, Elcho, Birnamwood and Antigo, Wis., has purchased two steam tractors of the creeper type for its logging operations at Elcho and Birnamwood. The three mills will do winter sawing as log supplies become ample for continuous operations.

The Mellen Lumber Company, Mellen, Wis., has undertaken extensive logging operations in the vicinity of Glidden, Wis. Four or five camps are now kept busy maintaining an average input of 2,000,000 feet per month. Most of the hardwood will go to the Northern Wood Products Company, Glidden, and the Paine Lumber Company, Oshkosh, Wis.

The Elk River Land & Lumber Company, Ladysmith, Wis., has been organized by L. C. Streator, Glenn H. Williams and L. E. McGill to operate in Sawyer, Rusk and Price counties, Wis.

The Mandt Wagon Works, Stoughton, Wis., which recently completed twenty new dry kilns, has started work on another battery of twenty kilns to provide much-needed capacity for executing government and private contracts for heavy wagons. The plant is part of the Moline Plow Company group.

The T. F. Pagel Lumber Company, 3001 Fond du Lac avenue, Milwaukee, has taken the contract for furnishing the maple flooring required for the new twelve-story Milwaukee Athletic Club building, being erected at Mason street and Broadway at a cost of $1,000,000.

The Wisconsin Cabinet & Panel Company, New London, Wis., formerly the Wisconsin Seating Company, and now one of the largest woodworking plants of the Thomas A. Edison Industries, henceforth will furnish all of the box shooks and crating needed by the various Edison phonograph cabinet plants throughout the country. The box factory at New London is receiving considerable new machinery and equipment and the force has been doubled in size for this purpose.

The general store of the Wisconsin Land & Lumber Company, Hermansville, Mich., was almost totally destroyed by fire early on December 29. The loss is estimated at $15,000. The big sawmill and maple flooring plant were saved.

The Vesper Wood Manufacturing Company, Vesper, Wis., has been reorganized as the Vesper Silo & Tank Company, and hereafter will devote its entire attention to the business indicated by the new name.

Logging operations are now in full swing in the Dead River district north of Ishpeming, Mich. James D. and B. L. Sherman of Marquette have four large camps and also are employing two jobbers. Next spring the Big Dead river will be driven for the first time in more than ten years. Timber for four seasons' cut still is available.

The Wolf River Lumber Company, Antigo, Wis., has increased its capital stock from $25,000 to $100,000 to accommodate the growth of its business and operations. J. H. Worden is president.

The Charles Jurack Pattern Works, 199-201 Oregon street, Milwaukee, were badly damaged by fire recently. Lumber laid across the top of a furnace to dry was ignited. The loss is estimated at $3,000. The Leigh Banana Crate Company, occupying the same building, sustained a loss of $500.

The W. S. Seaman Company, 480 Virginia street, Milwaukee, has increased its capital stock from $50,000 to $150,000. The company manufactures high-grade closed automobile bodies, telephone booths and other hardwood products and recently was obliged to open a branch plant at 233-257 Clinton street to provide additional facilities.

The Bissell Lumber Company, Marshfield, Wis., expects to more than double its input of logs this winter, compared with a year ago. The camp at Withee is prepared to cut 3,500,000 feet, against 1,500,000 feet last season. The sawmill will start March 1. Already 500,000 to 750,000 feet of logs are on skids and hauling is under way.

Gustave Kaye, whose fancy woodwork plant at Grand Rapids, Wis., was destroyed by fire recently, has decided to relocate at Green Bay, Wis., where a suitable building with equipment has been provided by local interests seeking new industries.

Rieboldt & Wolter, Sturgeon Bay, Wis., builders of wooden ships, have given an option on their yards and plant to eastern capitalists, who propose to organize a $1,500,000 corporation and take over the property about February 1. A 267-foot steamer is now on the stocks and will be launched April 15 or May 1. The eastern interests intend to greatly enlarge the yards and working force, having extensive contracts in sight to keep the plant busy for a long time forward.

The sawmill of the Holt Lumber Company, Oconto, Wis., was damaged about $7,500 by fire recently and was obliged to cease operations. It probably will be a month or six weeks before repairs are completed.

The Wachsmuth Lumber Company's sawmill at Bayfield, Wis., has completed one of the best season's run in years and has suspended operations until spring, while extensive repairs are made. The total cut for the season was about 21,500,000 feet, which is about equal to the shipments from the mill for the season. Most of the consignments were to Chicago and Lake Erie ports, 16,000,000 feet going by water and the remainder by rail. Three logging camps are now engaged in providing about 10,000,000 feet of logs for the 1918 sawing season.

The Sagola Lumber Company, Sagola, Mich., has disposed of its saw and planing mill and real estate to the Sawyer-Goodman Company, Marinette, Wis., which will operate the plant in conjunction with its Wisconsin mills. The Sagola company retains its timberlands, store, boarding house, etc. The Sawyer-Goodman interests contracted with the Sagola mills to cut a considerable quantity of logs when its Marinette mills were closed by labor troubles last summer.

The Fountain-Campbell Lumber Company, Ladysmith, Wis., is operating four camps this winter, three of these being conducted by its jobbers.

The Park Falls Lumber Company, Park Falls, Wis., one of the largest hardwood lumber manufacturers in the North, has completed work on an additional building which will be used for the production of all foodstuffs used by its mill and camp forces. Facilities also are provided for laundry work, harness making and repairs and other needs of its extensive logging and sawing operations. The installation is believed to be one of the most progressive steps yet taken by a lumber company to conform strictly to the federal food administration's rules and regulations.

Secretary O. T. Swan of the Northern Hemlock and Hardwood Manufacturers' Association, has returned from a trip of a few days in Illinois and Iowa. He visited the government arsenal at Rock Island where he observed the manufacture of saddle trees, artillery wheels and targets, an industry that has opened up a wide field for the consumption of northern hardwoods, mostly basswood. Most of this latter wood is produced by members of the Northern Hemlock and Hardwood Manufacturers' Association, although not direct to the government but to the parties supplying the wood under government contract. Mr. Swan also visited his father at Atlantic, Ia., over New Year's day.

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

The following stock is in excellent condition, *ready for immediate shipment*

5/4"	No. 2 Com. & Btr. ASH	41,000'
5/8"	No. 2 Com. & Btr. BEECH	27,000'
5/4"	No. 2 Com. & Btr. BEECH	300,000'
6/4"	No. 2 Com. & Btr. BEECH	286,000'
4/4"	No. 2 Com. & Btr. SOFT ELM	76,000'
4/4"	No. 3 Com. SOFT ELM	30,000'
3/4"	No. 1 Com. & Btr. BIRCH	84,000'
4/4"	No. 1 Com. & Btr. BIRCH	108,000'
6/4"	No. 2 Com. & Btr. BIRCH	51,000'
8/4"	No. 2 Com & Btr. BIRCH	17,000'
4/4"	No. 3 Com. BIRCH	51,000'
5/4"	No. 3 Com. BIRCH	56,000'
4/4"	No. 1 Com. & Btr. MAPLE	48,000'
4/4"	No. 1 & No. 2 Com. MAPLE	270,000'
6/4"	No. 2 Com. & Btr. MAPLE	316,000'
8/4"	No. 2 Com. & Btr. MAPLE	16,000'
10/4"	No. 2 Com. & Btr. MAPLE	34,000'
12/4"	No. 2 Com. & Btr. MAPLE	78,000'
5/4"	No. 3 Com. MAPLE	36,000'
4/4"	No. 2 Com. & Btr. SOFT MAPLE	130,000'

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

Plain & Qtd. Red & White OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

The Hardwood Market

CHICAGO

The blizzard of last Sunday combined with January inventorying have rather tied things up locally. Some Chicago hardwood men have expressed the thought that they are just as well satisfied if offerings of business are not too brisk for a week or so as that would enable them to complete their inventory work and start the slate clean. The consuming trade generally being in much the same position, is not showing a great interest in local hardwood offerings, but even though considerable uncertainty still holds as to what the volume of normal business will be, the conviction still holds that it will be of larger proportions than is generally believed. Chicago is getting its share of war business which class of trade is winning a constantly growing proportion of attention in local hardwood circles.

In the meantime prices are holding remarkably well, some pretty stiff figures having been quoted on many items during the last couple of weeks. There is little likelihood of the local market breaking.

BUFFALO

The hardwood trade starts off the year with a fair demand for stock, but with great difficulty in getting lumber from the mills. Lumbermen are hopeful that the control of the railroads by the government will be of advantage in the movement of commercial woods, though they predict that it will be some time before the general run of trade will get the freight service to which it has been accustomed. Embargoes and freight congestion are causing much delay to traffic at present, and it is almost impossible for lumbermen without stocks to deliver promptly to carry on business. Prices are strong.

Outside of hardwoods wanted by concerns with war orders, business would be quiet, but the demand continues fairly active for a number of woods, with thick stock given the usual preference. Oak, maple, ash and hickory are among the woods most in demand. Poplar is doing fairly well. Birch is wanted to quite an extent and some yards are moving a good quantity of beech. Furniture factories are doing little as a general thing, so there is not much demand for mahogany or quartered oak. Low-grades are in excellent demand and the box factories all have numerous orders.

PITTSBURGH

The hardwood trade is decidedly up and down in this city at present. Demand from furniture, automobile and glass manufacturers is very light. On the other hand, trade with industrial and manufacturing concerns in general is good especially with those concerns which are building new plants or large additions to their factories. The business in mixed hardwood for mining purposes also promises to be a very strong factor in spring demand. Trade with the yards has not started since the inventory season. Most of them are cleaned out and the chances are that spring business will start pretty early if the weather is favorable. In general, hardwood men had a much better year in 1917 than wholesalers in other lines, so that most of them are not kicking just now.

BOSTON

Dealers in the hardwood branch of the trade may be said to have arrived at a state of substantial inability to maintain any standard business. The difficulties which prevail over the whole country are more favorably qualified in some sections and a higher proportion of softwood government usage relieves other divisions of the industry to some extent. But the possibility of bunching conditions of transportation, dry stock available, reasonable prices and a buyer ready to close on uncertainties is becoming more and more unlikely. An improvement in carrying volume is the first requisite, and if that results from the recent assumption of governmental management the dealers anticipate a reasonable flow of business notwithstanding other limitations.

BALTIMORE

There has hardly been time since the holidays for the members of the hardwood trade to take a survey of conditions and lay the course for the new year. Many of them have been too busy with stock taking and other matters incidental to the beginning of the year to give much attention to the soliciting of new business; but it is to be said that conditions have not changed in essential respects and are probably more uncertain than before. In addition, transportation troubles are undoubtedly on the increase. Railroads have imposed new embargoes, among the systems being the Seaboard Air Line and the Atlantic Coast Line, which have shut down completely on all freight north of Norfolk and Richmond, beyond which points no shipments can be sent. This will interfere greatly with the hardwood movement, considerable quantities of such woods coming from North Carolina. Furthermore, the almost unprecedented cold has

brought operations at mills and in logging camps to a standstill, or rather, they have not yet been resumed because of climatic conditions. Many activities were brought to a halt by the below zero temperatures, and the production of lumber is certain to be seriously curtailed. Lines that call for the use of lumber are also more or less affected, so that the volume of business offering may be set down as having undergone material curtailment. For such stocks as can be delivered, of course, excellent prices are obtained. The difficulties of transportation alone would suffice to maintain the level of values at high figures, for some wants must be met regardless of what the cost of supplies may be. The tendency of the trade, however, is toward concentration upon war activities, with the government as an increasingly important factor in the market. In some directions the existing state of affairs makes for good business, the high wages earned by persons engaged in war work putting them in a position to spend freely, and the concerns that cater to such wants are in the market for lumber. The auto truck industry, for instance, was never before in such flourishing state. With the railroads curtailing their service and many lines embargoed, transportation is being increasingly taken up by persons with trucks. It is no uncommon thing for shipments by auto truck to be made from Baltimore as far as Philadelphia, the rates being so high as to make the business very attractive. The truck builders, therefore, are among the industries that are deriving big benefits, and their needs in the way of hardwood lumber are accordingly heavy. Many other activities are similarly affected, and it is therefore largely a case of the extent to which shipments are permitted to go out, whether the hardwood men will prosper or not. With reasonably good transportation facilities, the outlook for the hardwoods may be regarded as excellent, though further readjustments will be necessary.

COLUMBUS

The hardwood trade in central Ohio territory has ruled rather quiet during the past week because of semi-annual inventories. Stocks in the hands of retailers are not very large, and it is expected that dealers will be in the market for replenished stocks during January. Generally speaking the tone of the market is fair and future prospects are not considered bad.

One of the worst features of the trade at this time is the inability of railroads to move shipments. Congestion at terminal points and lack of motive power has held up deliveries to a large extent, and consequently prospective purchasers are going slow in placing orders. This applies both to dealers and factories. If the railroad situation is improved under government control, orders will soon be forthcoming in large numbers.

Factories making implements and boxes are good customers. Little buying is being done by furniture factories, as it is the time of the mid-winter shows. Surplus stocks of hardwoods in the hands of manufacturers are not large. Buying for retail purposes is mostly for immediate shipment, or rather when the railroads are able to handle it. Prices are firm all along the line and every change is toward higher levels.

Quartered oak is in fair demand and there is a good demand for plain oak stocks. Poplar is rather strong, especially the lower grades. There is a good demand for ash and basswood. Other hardwoods are unchanged.

CLEVELAND

Tightening of the money market, which is curtailing all building, especially housing construction in the suburbs, and arrival of winter weather, which is causing a drop in other building activities, have combined to reduce business in the hardwood industry in this section. Comparatively, several varieties of hardwoods are a drug on the market, notably maple and oak flooring. That is there is even less demand for these materials than can be met by the limited stocks on hand. In spite of these conditions, every description of hardwood in this market is firm, and there is no sign of a reduction in prices. Only limited offers are noted in any quarter, because under the uncertain transportation conditions holders are not taking chances on their stocks being entirely depleted. There is a better outlet for low grades of hardwoods, for example chestnut and bass, which are being taken by box manufacturers here who have government orders for high-class packages or are supplying boxes to firms that have orders for munitions. Unless there is marked improvement in the car situation, little change in these conditions can be expected in the northern Ohio district this winter. Promise of relief in the car shortage has not developed into fact, and even transits, which were fairly plentiful up to a few weeks ago, now are scarcer and indications are that even these will be cut off.

INDIANAPOLIS

The hardwood market is lagging, and the trade is expecting the customary dull season that generally is experienced at this season. War contracts are more numerous, however, and it is apparent that there is to be a heavier demand for the fulfilling of government contracts from this time on. Many woodworking plants in the central part of the state have been given contracts that will keep them in capacity operation for some time.

Prices are firm, and are tending upward, because of the difficulty in obtaining the stocks wanted. Bad weather has interfered seriously with the movement of cars, but transportation conditions are improving. The

Oak Maple Chestnut

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—in—
West Virginia and Southern
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Union Trust Building, CINCINNATI, OHIO

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BLISSVILLE, ARKANSAS
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Can furnish anything in Oak, air dried or kiln dried, rough or dressed
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We have a complete assortment of practically
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GOOD PLANING MILL FACILITIES
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Swain-Roach Lbr. Co.

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4 cars 8/4 No. 1 com. & better Elm; 1 car 12/4 No. 1 com. & better Elm; 1 car 4/4, 8/4, 12/4 Log Run Plain Sycamore; 2 cars 4/4 1s & 2s Sap Gum; 1 car 4/4 No. 1 com. & better Quartered Red Oak; 1 car 1x4½ 5 5½ Quartered White Oak Strips; 1 car 8/8 1s & 2s Plain Oak.

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The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY

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High Grade Northern and Southern Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

action of the government in taking over the control of the railroads is looked on with favor by the hardwood interests of Indiana.

Building operations are the lightest that they have been for years, and nothing but a light demand for hardwoods is anticipated from the building trades for some time. The total value of operations in Indianapolis for last December was $85,943, the lowest since the department of buildings was established in 1905. The value of operations for the corresponding period of 1916 was $527,664. The total value of operations for 1917 was $7,103,102, compared with $8,934,694 for 1916.

Retailers are showing little interest in quotations. Yards are fairly well stocked, and no business is expected on a large scale until the arrival of early spring. Little estimating is under way. Furniture industries are fairly busy.

EVANSVILLE

Recent trade with hardwood lumber manufacturers of Evansville and vicinity has been only fair. Several of the large mills have been closed down, being unable to get logs. The log situation has grown serious, but manufacturers are inclined to believe that since the government took over the railroads conditions will improve.

Quartered white oak is in better demand and the prices are stiffening. Plain white oak also continues to pick up. Gum is looking up and ash and hickory continue strong. Elm and maple are moving along in good shape. The better grades of walnut are strong and the poorer grades are beginning to show some signs of improvement. Collections are good. The various wood consuming plants are running on fair time. The box factories are working on war orders, being operated on full time. Furniture factories are doing a fair amount of business. Plow manufacturers report a large volume of trade in 1917. The car shortage has been playing havoc with many of the lumber manufacturers as well as owners of wood consuming plants, and at this writing there is no relief in sight. Building operations for December showed some improvement over the previous month, but little real improvement in building is looked for before the close of the war. Several public buildings are in the course of erection here, but few residences are being built.

LOUISVILLE

There has been very little change in the general demand for hardwood during the month other than that the demand for aeroplane stock has increased, and a number of woodworking concerns are now making certain parts under sub contracts. There is a big demand for walnut and mahogany for aeroplane construction, while the demand for walnut for gunstocks is as big as ever. In aeroplane work a lot of glued up stock or laminated wood is required, and this has resulted in a healthy demand for veneers, etc., some of this laminated wood calling for eight, ten and twelve ply.

Oak has shown some improvement during the month, everything being active except inch common, which is not moving. Ash, in thick wide stock, is showing the same activity that has marked its consumption during the past four or five months, while gum, elm, hickory, poplar and cottonwood are all active. The demand from the cabinet and furniture trades, as well as the manufacturers of pleasure cars, is somewhat off, but truck builders are busy, and there is a big demand for hardwoods to fill all sorts of government orders. Commercial orders have slumped somewhat during the past few days, due to its being the annual stock taking season, but most of the local houses have more commercial orders on hand than they can deliver under present traffic conditions, and are absolutely refusing all long term contracts and much immediate delivery business. The demand is said to be satisfactory, but deliveries have been almost impossible except on government orders, and much stock is being held up pending opening of embargoes or obtaining cars. At the present time most of the mills are down, as there is a shortage of logs, and logs are coming in slowly on account of the snow, labor and traffic conditions. The mills are taking advantage of the opportunity to make the usual midwinter repairs, and in most cases will resume operations shortly.

MILWAUKEE

The Allis-Chalmers Manufacturing Company, Milwaukee, has decided to continue during 1918 the bonus plan in effect all of last year. About 8,000 employes are affected and the annual distribution amounts to nearly $750,000.

As nearly ideal conditions for logging as could be desired exist in the northern Wisconsin and upper Michigan timber country, and indications now are that early estimates of the log input this winter will be exceeded to a considerable extent. A heavy snowfall followed a period of extreme cold, during which it was possible to build ice roads, and the movement of logs from camps to the mills already is under way in many districts, providing supplies which will keep the saws busier than expected at this time of the year. An extraordinary effort is being made to make possible a large production of lumber in order to fill the enormous demands for government work, which continue to grow and are expected to keep all mills exceptionally busy for a long time ahead. Every indication is that under existing conditions the production will not suffice to cover all requirements, especially if private demands experience even a decided revival. Prices are firm and the tendency at this time is upward.

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TIMBER ESTIMATING

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Forest Engineer,
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HARDWOOD TIMBER ESTIMATOR

NORTHERN, SOUTHERN AND TROPICAL TIMBER

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500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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10 cars 16" and up clear Yellow Poplar.
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10 cars 12" and up C. & B. Black Walnut.
10 cars 14" and up clear Hard Maple.
10 cars 20" and up clear forked leaf White Oak.
5 cars 16" and up clr. yellow bottom Red Oak.
2 cars 24" and up clear Red Gum.
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Large Black Walnut with the stumps attached. We pay cash. GRIMWOOD & HINTON, Evansville, Ind.

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19,000 acres Arkansas overflow land between Mississippi and White rivers on the St. L. & I. M. R. R. Average of 3 different cruises showing 44,410,000 ft., 44% Oak. Land unsurpassed for growing Cottonwood. Price now $13 timber and land.

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As desired. Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

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Hemlock, Pine, Basswood, Poplar, Spruce,
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For shook battens. May be S1S or S2S to ¾". WIS. CABINET & PANEL CO., New London, Wis.

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1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10' to 14' long, inclusive. Could use a few cars all 10'. Write fully describing stock for lengths and average widths. Pay Cash.

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1 10 cars sound wormy Chestnut
**1— 5 cars No. 2 C. Basswood, Buckeye or B Poplar, rough, D2S & Res
**1— 5 cars No. 3 C. Basswood, Buckeye & Poplar, rough, D2S
**1 10 cars 6/4 No. 3 C. Basswood & Poplar, D2S & Res, Res rough
**1 10 cars 6/4 No. 2 & No. 3 C. Elm, Gum, Tupelo, D2S & Res, Res rough
**1 5 cars 8/4 No. 2 & 3 C. Elm, Gum, Tupelo, D1S or rough

Can furnish government contract numbers for items marked **.

Quote F.O.B. car, mill or delivered Kane & Philadelphia rates.

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50,000 ft. 1" hard maple, No. 1 Com.
25,000 ft. 1¼" hard maple, No. 2 Com.
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150,000 ft. 2" hard maple, No. 1 Com.
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20,000 ft. 1½" rock elm, No. 3.
25,000 ft. 1½" rock elm, No. 2 Com.
150,000 ft. 1½" birch, No. 1 & Bet.
25,000 ft. 1" log run soft maple.
25,000 ft. 1½" log run basswood.
30,000 ft. 1½" FAS basswood.
30,000 ft. 1½" No. 1 Com. basswood.
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Long or short terms. Amounts from $50,000 up, as conditions warrant.

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60 ACRES HARDWOOD TIMBER

60 acres big oak timber, 1 mile to shipping point, good road, low price, easy terms. G. S. ELAM, Highland, Wis.

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Veneer and sawmill plant complete and up to date, including Capital 12 ft. slicer with Westinghouse motor, Smith, Myers & Schnier veneer saw, Clark 7 ft. band sawmill, engines, boilers, etc. Will sell altogether or veneer mill separate. Address "BOX 126," care HARDWOOD RECORD.

A COMPLETE BAND SAWMILL

And planing mill for sale, consisting of two boilers, Clark engine, Clark 8' band mill, Mershon resaw, edger, slasher, automatic trimmer, dynamo and engine, steam log turner, loader, etc., complete filing room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed sawing in November, 1917. Will sell complete only. UNITED STATES SPRUCE LBR. CO., Marion, Va.

FOR SALE

6 ft. Fay & Egan band mill with 8" steam feed steam nigger; steam kicker; trimmer and gang edger. 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1¾", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

BUSINESS OPPORTUNITIES

VENEER CONNECTION WANTED

A well established hardwood lumber and veneer salesman located in Grand Rapids, Mich., would like to represent a few good lines of plain and fancy veneers in Grand Rapids and vicinity. Address, "BOX 16," care HARDWOOD RECORD.

LUMBER AND FUEL YARD FOR SALE

On account of death. Separately or together. Established over 20 years ago. In best running order. Has best credit and good will. Located on R. R. with ample side tracks and gravity coal sheds. In manfg. and college city in Wis. on banks of navigable river. Address, "BOX 11," care HARDWOOD RECORD.

WESTERN CANADA

Have you a product to sell through the lumber dealers of Western Canada? We can represent you as we are selling stocks to lumber dealers and are in direct touch with all dealers in Manitoba, Saskatchewan and Alberta. Now is the time to line up for 1918 business. Address, "BOX 14," care Hardwood Record.

OPPORTUNITY SAWMILL

120 million feet hardwood and hemlock, including 9 million poplar. Include fee 11,000 acres land if desired. Guarantee title. Located Cherokee County, N. C. Shipping by Southern and L. & N. R. R. Owner offering might take interest with satisfactory party. Address, SAW MILL, P. O. BOX 1592, Phila., Pa.

WANTED TO CONTRACT

With responsible party owning a good band mill with capacity of forty to fifty thousand feet of Hardwood per day to cut by the thousand. Timber in Tennessee sufficient for ten to twenty years' run. Address, "BOX 17," care HARDWOOD RECORD.

MISCELLANEOUS

VENEER OUTFIT FOR SALE

A complete plant ready for removal.

I have also for sale several tracts of hardwood timber in different states adopted to profitable manufacturing into veneers.

If you have thoughts along this line, I can serve you to advantage. CHARLES S. ELMS, 913 Hennen Bldg., New Orleans, La.

HARDWOODS FOR SALE

LUMBER

ASH

LOG RUN 6/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4", dry; FAS 12/4", 14-16', dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

FAS 16/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR. 3/8, 1/2 & 5/8", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

LOG RUN 4/4-8/4", reg. wdth. & lgth., 8 mos. dry, nice stock. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 C. & BTR. 5/4". STACK LUMBER CO., Masonville, Mich.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR. 5/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

NO. 1 C. & BTR. & NO. 2 C., both 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 8/4", reg. wdth. & lgth. ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN 6/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 2 C. & BTR. 5/8, 5/4 & 6/4". STACK LUMBER CO., Masonville, Mich.

BIRCH

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN 4/4"; NO. 3 C. 4/4 & 5/4"; COM. & BTR. 6/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR. 12/4"; NO. 1 & FAS UNSEL. 6/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR. 3/4 & 4/4"; NO. 2 C. & BTR. 6/4 & 8/4; NO. 3 C. 4/4 & 5/4" STACK LUMBER CO., Masonville, Mich.

FAS 4/4-16-4", 6" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 4/4"; NO. 2 C. & BTR. 5/4-10/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SD. WORMY & NO. 2 C. 4/4, 6/4 & 8/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR. 4/4, 8 mos. dry; SD. WORMY & NO. 2 C. 16/4", 4" wide, 8-16', 2 yrs. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4-8/4", reg. wdth. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS 6/4", reg. wdth. & lgth; PANEL 4/4", 18" & up, reg. lgth. ANDERSON-TULLY CO., Memphis, Tenn.

FAS 4/4"; NO. 1 C. 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

CYPRESS

SEL. 4/4 & 5/4", reg. wdth. & lgth.; NO. 1 SHOP 4/4", reg. wdth. & lgth.; PECKY 4/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

ELM—SOFT

LOG RUN 5/4, 12/4 & 16/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 3 C. 6/4", reg. wdth. & lgth.; NO. 1 C. & BTR. 10/4 & 12/4", reg. wdth. & lgth., 20% No. 2 C. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

LOG RUN 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 10/4 & 12/4", 14-16' dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 4/4 & 12/4", reg. wdth. & lgth., 5 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR. 8/4"; NO. 2 C. & BTR. 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & NO. 3 C. 4/4". STACK LUMBER CO., Masonville, Mich.

LOG RUN 4/4- 12/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

GUM—SAP

FAS 5/4", PANEL 4/4", 18" & up, NO. 1 C. & BTR., QTD., 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & NO. 2 C., all 4/4", reg. wdth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 C. 4/4 & 5/4" ANDERSON-TULLY CO., Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS & NO. 1 C. 4/4", reg. wdths., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. 4/4 & 6/4". G. W. JONES LUMBER CO., Appleton, Wis.

GUM—QUARTERED RED

FAS 8/4"; **NO. 1 C. & BTR.** 4/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4-12/4"; **NO. 1 C. & BTR.**, sap no def., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—TUPELO

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

GUM—MISCELLANEOUS

NO. 3 C. 4/4", reg. wdth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C. 4/4"; **NO. 2 & 3C.** 4/4 & 6/4". G. W. JONES LUMBER CO., Appleton, Wis.

NO. 1 & 2 C. 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

HACKBERRY

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS & NO. 1 C., 8/4", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 4/4", reg. wdth. & lgth., 13 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

AN assortment of grades & thicknesses. JAMES E. STARK & CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. 4/4", good wdths., 14-16', 2 yrs. dry; **NO. 1 C. & BTR.**, 8/4 & 12/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR. 8/4", reg. wdth. & lgth., W. Va. stock, 20% No. 2 C. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 10/4", 10 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4"; **NO. 1 & 2 C.** 4/4, 6/4 & 8/4"; **NO. 3 C.** 4/4 & 8/4". G. W. JONES LUMBER CO., Appleton, Wis.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR. 4/4"; **NO. 2 C.** 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR. and **NO. 1 & 2 C.** 4/4"; **NO. 2 C. & BTR.** 6/4, 8/4, 10/4 & 12/4"; **NO. 3 C.** 5/4". STACK LUMBER CO., Masonville, Mich.

NO. 1 C. and **NO. 2 C.** 4/4", 4-8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS 4/4-16/4", reg. wdth. & lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 7/4 & 12/4", 20% No. 2 C., reg. wdth. & lgth.; **COM. & BTR.**, 4/4", reg. wdth. & lgth. ATLAS LUMBER & MFG. CO., Cincinnati, Ohio.

NO. 2 C. & BTR., 4/4". STACK LUMBER CO., Masonville, Mich.

NO. 2 C. & BTR. 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

OAK—PLAIN RED

FAS 4/4, 6/4 & 8/4"; **NO. 1 C.** 5/4 & 6/4"; **NO. 2 C.** and **NO. 3 C.** 4/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS. & NO. 1 C. 5/4", reg. wdth., 8-16'; 1 yr. dry; **NO. 1 C.** 6/4", reg. wdth., 8-16', 4 mos. dry. F. T. DOOLEY LUMBER CO., Memphis, Tenn.

FAS 6/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 4/4", reg. wdth. & lgth., 15 mos. dry; **FAS** 5/4", reg. wdth. & lgth., 9 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 5/4", 11" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN & NO. 3 C. 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; NO. 1 C. 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 & **NO. 2 C.** 4/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 2 C. 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4—16/4", reg. wdth., std. lgth., 1 yr. and over dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

FAS 4/4 & 8/4"; **NO. 1 C. & BTR.** 8/4"; **NO. 1 & 2 C. & NO. 3 C.** 4/4". ANDERSON-TULLY CO., Memphis, Tenn.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 3/4", reg. wdths., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS & NO. 1 C. 5/4", reg. wdth., 8-16', 6 mos. dry. F. T. DOOLEY LUMBER CO., Memphis, Tenn.

NO. 1 C. 8/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 4/4", reg. wdth. & lgth., 10 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 10/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 C. 4/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

COM. & BTR. 4/4—16/4", reg. wdth., std. lgth., 1 yr. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

FAS 4/4, 5/4 & 6/4"; **NO. 1 C.** 4/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 3/4", 6-8", air-dried; **NO. 1 C.** 5/8", reg. wdth., air-dried. R. J. DARNELL, INC., Memphis, Tenn.

CLEAR 4/4", 2½-5½", 8-16', 1 yr. dry; **FAS** 5/4", reg. wdth., 8-16', 14 mos. dry; **FAS** 6/4", reg. wdth., 8-16', 8 mos. dry. F. T. DOOLEY LUMBER CO., Memphis, Tenn.

SEL. 4/4", reg. wdth. & lgth., 14 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4", 8" & up, reg. lgth.; **BACKING BDS.** 3/8"-4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

CLEAR & NO. 1 C. STRIPS & NO. 1 C. 4/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 1/2, 3/4 & 10/4"; **NO. 1 C.** 1/4", 3/8, 1/2 & 5/8"; **CLEAR STRIPS** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., dry; **CLEAR STRIPS** 4/4, 5-5½", reg. lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4/4-12/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

NO. 2 C. & BTR. Pl. R. & W. 4/4"; **SD. WORMY** 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & BTR. QTD. R. & W. 4/4", reg. wdth. & lgth., 25 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 3/8", reg. wdth. & lgth., dry; **NO. 3 C.** 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WORMY 4/4", 1 yr. dry. WILLSON BROS LUMBER CO., Pittsburgh, Pa.

POPLAR

LOG RUN 4/4". ANDERSON-TULLY CO., Memphis, Tenn.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

SAP AND SEL. 8/4", 14-16', 14 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 2 C. 4/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 & BTR. 5/8-16/4", reg. wdth. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

LOG RUN 4/4". G. W. JONES LUMBER CO., Appleton, Wis.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 3/8", reg. wdth. & lgth.; **COM. & BTR.** 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FLOORING—MAPLE

CLEAR 13/16x1½, 2 & 2¼, 1 1/16x2¼; **NO. 1,** 13/16x1½, 2 & 2¼, 1 1/16x2¼; **PRIME** 13/16x4, 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes. Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

VON PLATEN LUMBER CO.

IRON MOUNTAIN, MICH.

Manufacturers of Northern Hardwoods

Northwestern Cooperage and Lumber Co.

GLADSTONE, MICHIGAN

Western Office: 516 Lumber Exchange, Minneapolis, Minn.
Mills at Gladstone and Escanaba, Mich.

Manufacturers of the following

"PEERLESS" STANDARD BRAND PRODUCTS
Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan Michigan

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

in all standard widths, grades and thicknesses, is just what you are looking for on that particular order. Write us, and we will convince you.

Kerry & Hanson Flooring Co.
Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Story *of the* Third Appalachian Logging Congress

Appears in LOGGING for JANUARY 1918

instead of in December as previously announced.

The change is due to the postponement of the meeting making it impossible to hold the press long enough to get the story in the December number.

LOGGING dons a new dress with this January 1918 number, climbing right into a class with the most modern monthlies of general appeal. Send for a sample copy FREE.

CLYDE IRON WORKS

MANUFACTURERS OF QUICK-MOVING CLYDE LOGGING MACHINERY

DULUTH, MINN., U. S. A.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Increase Production

REDUCE COSTS

The ceaseless drive of war-time production has thrown heavy burdens on Saw Mill Equipment. Saws and machinery now must be hard driven to meet the large demand.

ATKINS SILVER STEEL SAWS contain the dominant Quality that makes them stand up where all others fail. Today this reliability is appreciated more than ever before. Atkins Saws can be readily procured from our well-equipped Branch Houses and Agencies.

Silver Steel

CIRCULAR SAWS

Atkins Circular Saws stay sharp longest, file easily and render dependable service. This is due to the toughness of SILVER STEEL, a carefully prescribed heat treatment and scientific smithing by skilled Artisans.

ATKINS SAWS are built to serve. They satisfy in every respect and are backed in their service by Atkins Guarantee of satisfaction.

Complete Catalog on Request

Atkins Always Ahead

ATKINS Drag Saws

Atkins Drags increase the usefulness of these wonderful machines and minimize the expense of constant attention and filing.

Quicker cuts with less fuel follow naturally when Atkins Drags get on the job. Order them at once and let the test prove the rest.

E. C. ATKINS & CO., Inc.

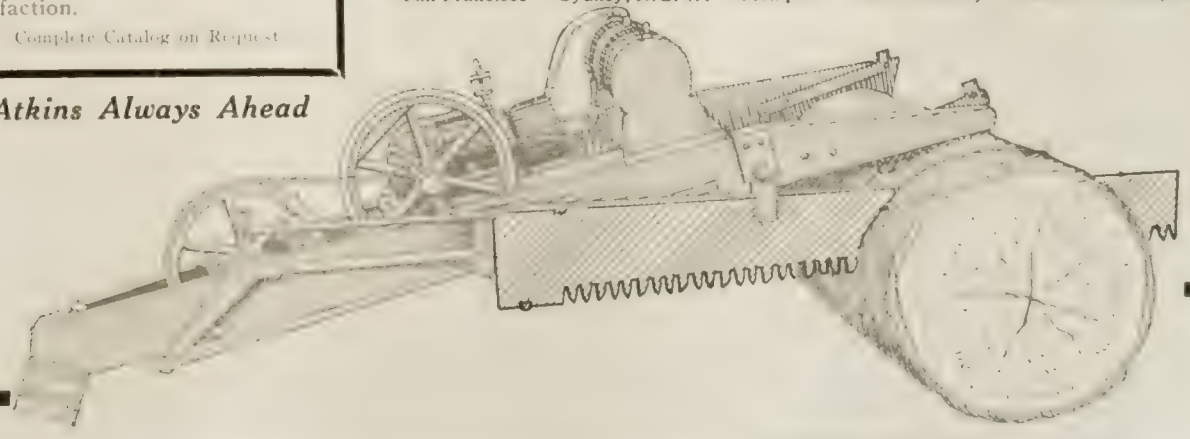
ESTABLISHED 1857

The Silver Steel Saw People

Home Office and Factory, Indianapolis, Ind.
Canadian Factory, Hamilton, Ont.
Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers, as follows:

Atlanta Minneapolis Portland, Ore. Vancouver, B. C. Chicago New Orleans San Francisco Sydney, N. S. W. Memphis New York City Seattle Paris, France



STIMSON'S MILLS

If it is to be had, we have it.

Hardwood Lumber

Both Indiana and Southern Stock.

ASH—ELM—MAPLE

Best Quality

Delta Red Gum and Cottonwood

HICKORY—WALNUT

Plain & Quartered Oak

J. V. STIMSON, Huntingburg, Indiana

STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

GRAND RAPIDS
VAPOR DRY KILN
GRAND RAPIDS
MICHIGAN

GUARANTEES

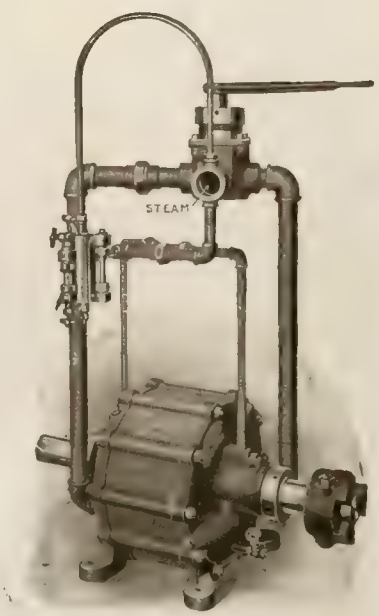
There is a difference in them — not alone in wording and salesmanship, but in intent, in actual service and in ability to perform.

The Grand Rapids Vapor Kiln guarantee is based on a scientific measurement; it is original and the result of our thirty years' experience in woodworking.

We know the difference between ordinary kiln operation and ordinary guarantees, and we know you do want dependable guarantees based on real service and tests.

Need we say more?

Grand Rapids Veneer Works
Grand Rapids, Mich. **Seattle, Washington**
Western Agents, Greeff Varnish Kilns



SOULE
Steam Feed

Designed for the sawmill by a millman.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS
MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, JANUARY 25, 1918

Subscription $2.
Single Copies, 15 Cents.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company
MEMPHIS, TENN.
Manufacturers of Southern Hardwoods, Veneers and Panels
(See inside back cover this issue)

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

39M ft. 1 1/16x2" No. 1 Maple Flooring.
33M ft. 1 1/16x2" Clear Maple Flooring.
200M ft. 4/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Beech.
150M ft. 6/4 No. 3 Elm.
150M ft. 6/4 No. 2 Common & Better Elm.
10M ft. 8/4 No. 1 Common & Better Elm.
40M ft. 10/4 No. 1 Common & Better Elm.
40M ft. 4/4 No. 2 Common & Better Ash.
30M ft. 4/4 No. 3 Common Ash.

The Kneeland-Bigelow Company

Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

Miller, Sturm & Miller

Hardwoods of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

Standard Hardwood Lumber Co.

OAK, ASH AND CHESTNUT

1075 Clinton Street

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS

932 Elk Street

BUFFALO HARDWOOD LUMBER CO.

SPECIAL FOR SALE

1", 2" & 3" No. 1 Com. & Better Dry Birch

Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years

We want White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.

Hardwoods

Ash *and* Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company

HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate

HARDWOODS OF ALL KINDS

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years Rail or Cargo Shipments

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yards
LOUISVILLE, KY.

Operating Eight Band Mills

FAYETTE, ALA. BRASFIELD, ARK. FURTH, ARK
GUIN, ALA. ALLPORT, ARK. GERDLE, ARK

We have on hand a complete assortment, all grades and thicknesses, of the following woods:

Plain & Quartered White Oak	**Poplar**
Plain & Quartered Red Oak	**Ash**
Plain & Quartered Red Gum	**Hickory**
Plain & Quartered Sap Gum	**Elm**
Alabama Short Leaf Yellow Pine	**Cypress**

Write us for Quotations

Wood-Mosaic Co., Inc.

MAIN OFFICE: NEW ALBANY, INDIANA

Band Mills, New Albany, Ind., and Highland Park, Ky.

QUARTERED SAWN WHITE OAK VENEER
PLAIN RED AND WHITE OAK AND POPLAR [illegible] and thicknesses

PLAIN SYCAMORE

[illegible] 4/4" No. 2 C. & B.

BASSWOOD

[illegible] 4/4" No. 1 C. & B.

CHESTNUT.

[illegible] 4/4" No. 1 Com.

WALNUT

[illegible] 4/4" No. 1 Com.
5,200' 5/4" No. 1 Com.
[illegible] 4/4" No. 2 Com.
[illegible] 5/4" No. 2 Com.

HICKORY.

16,800' 4/4" No. 2 C. & B.
[illegible]
9,300' 5/4" No. 2 C. & B.
[illegible]
16,300' 6/4" No. 2 C. & B.
[illegible]
12,300' [illegible] No. 1 & No. 2 Com.

MAPLE

25,200' 4/4" No. 2 C. & B.
[illegible] 4/4" No. 2 C. & B.
10,500' 10/4" No. 1 C. & B.
5,200' 12/4" No. 1 C. & B.

BEECH.

75,000' 4/4" No. 2 C. & B.,
[illegible]
100,000' 6/4" No. 2 C. & B.,
[illegible]

ASH

[illegible] 4/4 No. 1 C. & B.
[illegible] 5/4" No. 1 C. & B.
36,700' 6/4" No. 1 C. & B.
38,100' [illegible] No. 1 C. & B.
31,100' [illegible] No. 1 C. & B.
91,600' 12/4" No. 1 C. & B.
33,300' [illegible] No. 1 C. & B.

Norman Lumber Company

Louisville, Ky.

FOR SALE

POPLAR

SAPS AND SELECTS	NO. 1 COM.
4-4 30,000 ft.	4-4 100,000 ft.
5-4 20,000 ft.	5-4 80,000 ft.
6-4 15,000 ft.	3-4 15,000 ft.
4-4 10 in. and up, 40,000 ft.	

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.

LOUISVILLE MILL

QUARTERED WHITE OAK
1 car 4/4" 1s & 2s
6 cars 4/4" No. 1 Com.
2 cars 4/4" No. 1 Com., 10" & up
2 cars 4/4" No. 3 Com.
3 cars 4/4" Clear Strips, 2 to 5½" (widths piled separately)
2 cars 4/4" Com. Strips, 2 to 3½"
1 car 4/4" Sap Strips, 2 to 3½"
2 cars 5/4" No. 1 Com.
1 car 4/4" Sound Wormy
1 car 4/4" No. 1 Com., 10" & up

PLAIN RED OAK
1 car 10/4" 1s & 2s
2 cars 5/4" 1s & 2s
1 car 4/4" 1s & 2s
2 cars 5/4" No. 1 Com.
2 cars 4/4" No. 1 Com.
1 car 3/4" No. 1 Com
1 car 3/4" No. 2 Com
3 cars 4/4" No. 2 Com.

POPLAR
1 car 5/8" 1s & 2s
2 cars 5/8" Saps, 6 to 11"
1 car 5/8" Saps, 12" & up
1 car 5/4" 1s & 2s
[illegible] cars 5/4" No. 1 Com
2 cars 1 1/4" No. 1 C. Sap & Sel
2 cars [illegible] No. 1 C. & Bet
1 car 1" Poplar Jatl.

EASTERN KENTUCKY MILL

PLAIN WHITE OAK
5 cars 4/4" Sound Wormy
3 cars 4/4" 1s & 2s
5 cars 4/4" No. 1 Com.
2 cars 4/4" No. 2 Com.

QUARTERED WHITE OAK
2 cars 4/4" 1s & 2s
4 cars 4/4" No. 3 Com.

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time money and trouble—through our dimension stock

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Frances Basin Timber, largely Oak.

Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

B, C—
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,

BAKER-MATTHEWS LBR CO. Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of

The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 12)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO., Manufacturer, Nashville Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.,

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C—SPECIAL
5 cars 4/4 1 & 2 & No. 1 Common Red Oak
5 cars 4/4 1 & 2 & No. 1 Common Chestnut
10 cars 4/4 & 8/4 Log Run Sour Gum

ALTON LUMBER CO. Buckhannon WEST VIRGINIA

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 12)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)

Band sawn lumber, thick stock and timbers. The texture of our mountain oak is famous. Try it.

VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 1)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

(*See page 54)

C. Crane & Co.
Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY, BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 64)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber

WARN LUMBER CORPORATION Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the

Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring

WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment

BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak

C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See pages 44-50)

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 1"x16" ft.

AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Specs. 5-4 No. 2 & No. 3 Com. 4/4
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in Oklahoma is produced by forty states, but more than 1/3 more cut it. The number of oak trees in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

*See page 7
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind
Manufacturer

*See page 1
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

*See page 7
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods

There will always be a market for the best saw timber and logs to cut it.

To-day the oak forests of the United States, more than half of which are confined [illegible] Not one of them possesses much value as a source of [illegible]

*See page 7
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should forget the poem that tells us that the pin oak's leaves are shaped like those of a fish tree. It is likewise called water oak, because the foliage resembles that of willow oak.

*See page 7
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

*See page 7
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest and tree still standing of tradition is that is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

B—
Kentucky Lumber Company
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

W. P. Brown & Sons Lumber Co.
Band Mill manufacturing hardwoods
Louisville, Ky.

Band Sawed Quartered Oak, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

[illegible] Oak is a [illegible] as tall and straight, when cut, as the pine, they furnish unequalled material.

*See page 7
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

*See page 7
J. W. Wheeler & Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of stairs for cars a number of railroads prefer white oak for the treads because the wood of the former permits less spreading than red oak.

Our Lumber is Well Manufactured and Well Taken Care of—We are [illegible] in Hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

*See page 14
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Stock FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

*See page 1
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices. . Conway Building,
Manufacturer Chicago,

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 3/4" FAS Quartered White Oak.
75,000' 4/4" No. 1 Com. Qtd. White Oak, 10" & up.
50,000' 4/4" FAS Quartered Red Oak.
BEDNA YOUNG LUMBER CO.
Jackson, **TENNESSEE**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a possible dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

*See page 7
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

A B C—
M. E. Leming Lumber Company
Cape Girardeau, Mo.
Manufacturer of Soft Textured Oak Good Grades

*See page 7
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

*See page 7
All stock graded up to quality—stocked 1 cm to 12 in
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago **ILLINOIS**

Specials
150,000 ft. 5/4 FAS Plain Red Oak
[illegible] ft. 8/4 FAS Plain Red Oak
[illegible] ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Plain Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

7/8, 14 and 15 long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of pumps have one serious preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that [illegible]

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stock a Specialty
Manufacturer

The hardwoods of Ohio rank as high as any state when their [illegible] are considered, [illegible] and there is no [illegible] among the eleven species which [illegible]

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Fine Furniture Woods from Memphis

The Memphis district furnishes a considerable number of woods for furniture, but only three or four are of real importance. However, these few fill a prominent place in the Country's furniture industry. The oaks perhaps hold first place. Oak lumber comes from half a dozen species, some being white oaks, others red oaks. The common white oaks, which reaches its best development further north and east, extends its range over much of the Memphis district. Much of this oak is cut, holds its own wherever it goes. The forked-leaf white oak, often known as overcup oak, is more abundant and is marketed in large amounts and has an excellent reputation among furniture makers wherever it is known. Other white oaks of more or less importance in the region are post, bur, and cow oaks.

Three or four red oaks hold prominent places in trade, but the most abundant is the southern or Texan red oak, known frequently as spotted oak, because the bark is spotted. Other red oaks are known as water oak and willow oak.

Red gum clearly holds second place after oak as furniture wood in the Memphis region. Its rise in favor has been rapid and dates from the time when successful methods of seasoning it were worked out. Statistics of its use in furniture factories a few years ago would fall short of its present use. This wood when sent to Europe is known as satin walnut and hazel pine, the latter being the sapwood, the former the heartwood. It is the most popular and successful substitute for Circassian walnut which has become so scarce that it has nearly gone out of use and gum has taken its place.

Tupelo or cotton gum, often called bay poplar or simply bay, closely resembles yellow poplar and is frequently substituted for it.

Furniture factories that use ash and cottonwood procure much of their supply in the Memphis district.

Fine black walnut comes from that region, largely from the district west of the Mississippi, in Missouri, Arkansas, and Oklahoma; but much fine walnut is procured in Tennessee and Kentucky.

MEMPHIS

QUARTERED WHITE OAK

155,000' 4/4" FAS.
66,000' 4/4" No. 1 Com.
49,000' 4/4" No. 2 Com.
12,000' 4/4" Clear Strips, 5-5½"
57,000' 4/4" Com. Strips, 1½-4"
12,000' 5/4" FAS., 10" & up.

PLAIN WHITE OAK

128,000' 4/4" No. 1 Com.
148,000' 4/4" No. 2 Com.
36,000' 5/4" FAS.
117,000' 5/4" No. 1 Com.
70,000' 6/4" No. 1 Com.
63,000' 8/4" FAS.
126,000' 8/4" No. 1 Com.

PLAIN RED OAK

78,000' 3/4" No. 1 Com.
58,000' 4/4" FAS.
235,000' 4/4" No. 1 Com.
210,000' 4/4" No. 2 Com.
103,000' 5/4" FAS.
78,000' 6/4" FAS.
84,000' 6/4" No. 1 Com.

ASH

48,000' 4/4" No. 1 Com.
94,000' 5/4" No. 1 Com.
46,000' 6/4" No. 1 Com.
35,000' 12/4" FAS, 12" & up.

We also have an assortment of Gum, Poplar, Cottonwood and Cypress.

James E. Stark & Co., Inc.

The following are in regular widths and lengths

9,000' Clear, 4/4", 2½ to 5½", 8 to 16', 12 mos. dry
9,000' FAS, 5/4", 14 mos. dry
5,000' FAS, 6/4", 8 mos. dry.

PLAIN RED OAK

42,000' FAS, 5/4", 12 mos. dry
35,000' No. 1 C., 5/4", 12 mos. dry
8,000' No. 1 C., 6/4", 4 mos. dry

PLAIN WHITE OAK

8,000' FAS, 5/4", 6 mos. dry
9,000' No. 1 C., 5/4, 6 mos. dry
4,000' No. 1 C., 6/4", 4 mos. dry

RED GUM

12,500' FAS, 4/4", 2 mos. dry
13,000' No. 1 C., 4/4", 2 mos. dry

SAP GUM

11,000' FAS, 8/4", 2 mos. dry
4,500' No. 1 C., 8/4", 2 mos. dry

PLAIN RED OAK

21,000' FAS, 6/4", green
42,000' No. 1 C., 6/4", green
12,500' FAS, 8/4", green
6,000' No. 1 C., 8/4", green
15,000' FAS, 3", green

PLAIN WHITE OAK

8,000' FAS, 6/4", green
22,000' No. 1 C., 6/4", green
3,000' No. 1 C., 8/4", green.
9,500' FAS, 3", green
5,500' No. 1 C., 3", green

F. T. DOOLEY LUMBER CO.

Regular Widths and Lengths

QUARTERED WHITE OAK

2 cars FAS 4/4
4 cars Select 4/4

QUARTERED RED OAK

1 car Common and better 4/4

PLAIN RED OAK

5 cars FAS 4/4
6 cars FAS 5/4

PLAIN WHITE OAK

4 cars FAS 4/4

QUARTERED WHITE & RED OAK

7 cars Sound Wormy No. 1 Common and better 4/4

SAP GUM

7 cars L. R. 5/8
5 cars L. R. 5/4

RED GUM

1 car No. 1 Common and better 6/4

QUARTERED RED GUM

2 cars No. 1 Common and better 6/4

HICKORY

5 cars No. 1 Common and better 4/4
5 cars No. 1 Common and better 6/4
5 cars No. 1 Common and better 8/4
2 cars No. 1 Common and better 10/4
6 cars No. 1 Common and better 12/4
4 cars No. 1 Common and better 16/4

ELM

2 cars L. R. 4/4
1 car L. R. 12/4

Ferguson & Palmer Co.

SOFT ELM

20,000' No. 2 C. & Btr., 8/4"
25,000' No. 2 C. & Btr., 10/4"
45,000' No. 2 C. & Btr., 12/4"

MAPLE

5,000' No. 2 C. & Btr., 8/4"
5,000' No. 2 C. & Btr., 10/4"
45,000' No. 2 C. & Btr., 12/4"
16,000' No. 2 C. & Btr., 16/4"

Riel-Kadel Lumber Co.

We have for sale:

QUARTERED WHITE OAK

18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM

15,000 ft. 6/4" F. A. S.
80,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

SAP GUM

100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM

20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM

65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD

30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S

Memphis Band Mill Co.

Paepcke Leicht Lumber Co.

Manufacturers

Southern Hardwoods

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

Regular Widths and Lengths

COTTONWOOD

110,000 ft. FAS, 4/4", 13" to 17"
40,000 ft. FAS, 5/4", 6" & up
100,000 ft. Panel & No. 1, 4/4", 18" and up

ELM

60,000 ft. Com. & Btr., 16/4"

QUARTERED RED GUM

150,000 ft. Com. & Btr., 4/4"
100,000 ft. No. 1 Com., 8/4"

PLAIN RED GUM

180,000 ft. No. 1 Com., 4/4" & 5/4"

QUARTERED SAP GUM

75,000 ft. Com. & Btr., 8/4"

PLAIN SAP GUM

130,000 ft. FAS, 5/8"
115,000 ft. Pan. & No. 1. 4/4", 18-21"

MAPLE

100,000 ft. L. R., 5/4"
100,000 ft. L. R., 6/4" & 8/4"
70,000 ft. L. R., 12/4"

QUARTERED WHITE OAK

55,000 ft. C. & B. 4/4" 2½ to 5½"
75,000 ft. FAS, 5/4" & 6/4", 60% long
100,000 ft. No. 1 C., 4/4", 90% long

PLAIN WHITE OAK

100,000 ft. No. 1 C. & B., 8/4", 50 to 60% long
200,000 ft. 1 & 2 C., 4/4", 50% long

PLAIN RED OAK

125,000 ft. No. 1 C., 3/4", 50% long
125,000 ft. No. 1 C., 4/4", 60% long
350,000 ft. 1 & 2 C., 4/4", 60% long

S. W. OAK

75,000 ft. No. 1 C. & B., 4/4"

PLAIN OAK

100,000 ft. No. 3 C., 4/4

SYCAMORE

180,000 ft. C. & B., 5/4"
28,000 ft. No. 1 C. & B., 6/4"

WILLOW

20,000 ft. C. & B., 12/4"
36,000 ft. No. 1 C. & B., 4/4"

ANDERSON-TULLY CO.

One-tenth of one per cent of direct business secured represents the cost to one advertiser of a year's advertising in HARDWOOD RECORD. This is possible because HARDWOOD RECORD'S woodworking circulation has buying power made up of numerical strength and individual quality. Draw your own conclusions.

PLAIN RED OAK
42,670' FAS, 4/4"
135,540' FAS, 5/4"
64,651' FAS, 6/4"
72,340' C. & Btr., 8/4"
15,855' C. & Btr., 10/4"
155,490' C. & Btr., 12/4"
10,350' Com., 4/4"
162,067' Com., 5/4"
117,897' Com., 6/4"
WHITE OAK
24,500' FAS, 4/4"
50,215' FAS, 5/4"
101,045' C. & Btr., 8/4"
12,655' C. & Btr., 10/4"
71,185' C. & Btr., 12/4"
15,000' Com., 4/4"
58,125' Com., 5/4"
111,980' Com., 6/4"
QUARTERED RED OAK
18,140' FAS, 4/4"
16,945' Com., 4/4"

QUARTERED WHITE OAK
53,145' FAS, 4/4"
28,087' FAS, 5/4"
5,068' FAS, 6/4"
19,780' FAS, 8/4"
PLAIN RED GUM
242,976' C. & Btr., 5/4"
269,937' C. & Btr., 6/4"
QUARTERED RED GUM
130,550' C. & Btr., 8/4"
117,856' C. & Btr., 6/4"
25,960' C. & Btr., 4/4"
PLAIN SAP GUM
205,055' C. & Btr., 1 1/4"
243,432' C. & Btr., 5/4"
220,000' C. & Btr., 6/4"
32,140' C. & Btr., 8/4"
QUARTERED SAP GUM
113,400' C. & Btr., 6/4"
181,140' C. & Btr., 8/4"
154,000' C. & Btr., 10/4"

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

Regular lengths and widths

QUARTERED WHITE OAK
No. 2 Com. & Bet., 4/4, 8 mos. dry
PLAIN WHITE OAK
No. 1 Com. 4/4, 8 mos dry.
PLAIN RED OAK
No. 1 Com. 4/4, 8 mos dry

Crenshaw-Gary Lumber Co.

ASH
14,000' FAS, 4/4", 6-9½" wide, 8-16' long, dry
26,000' FAS, 5/4", 6-9½" wide, 8-16' long, dry
14,700' FAS, 6/4", 6-9½" wide, 8-16' long, dry
73,600' FAS, 8/4", 6-9½" wide, 8-16' long, dry
15,650' FAS, 10/4", 6" & up wide, 8-16' long, dry
27,700' FAS, 12/4", 6" & up wide, 8-16' long, dry
25,000' FAS, 16/4", 6" & up wide, 8-16' long, dry
65,000' FAS, 20/4", 6" & up wide, 8-16' long, dry
500' FAS, 24/4", 6" & up wide, 8-16' long, dry
Regular Width and Length, Dry
300,000' No. 1 Com., 4/4"
175,000' No. 1 Com., 5/4"
126,700' No. 1 Com., 6/4"
232,000' No. 1 Com., 8/4"
44,500' No. 1 Com., 10/4"
55,000' No. 1 Com.,12/4"
24,000' No. 1 Com., 16/4"
5,000' No. 1 Com., 20/4"
6,000' No. 1 Com., 1/2"
98,800' No. 2 Com., 4/4"
88,000' No. 2 Com., 5/4"
15,000' No. 2 Com., 6/4"
8,400' No. 2 Com., 8/4"
18,100' No. 2 Com., 10/4"
12,500' No. 2 Com., 16/4"
Fair assortment special widths and lengths

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
12,700' FAS., 3/8"
32,800' FAS., 4/4"
9,500' FAS., 1x6"
8,000' FAS., 1x7"
50,000' Select, 1"
17,000' No. 1 Com., 3/8"
56,000' No. 1 Com., 1"
QUARTERED RED OAK
22,500' FAS., 1"
10,300' Select, 1"
PLAIN RED OAK
59,000' FAS., 1"
24,500' FAS., 5/4"
50,000' No. 1 Com., 1"
11,900' No. 1 Com., 5/4"
24,000' No. 1 Com., 1"
75,000' No. 3 Com., 1"
20,000' Sound Wormy, 1"
48,000' Crossing Plank, 3"
ELM
93,000' Log Run, 1"
63,000' Log Run, 2"
85,000' Log Run, 4"
35,000' No. 3 Com..1"
COTTONWOOD
241,000' Nos. 1 & 2 Com..1"
21,800' No. 2 Com..1"
QUARTERED RED GUM
6,000' FAS., Fig., 1"
74,000' FAS., 1"
38,000' Common, 1"
Cypress Good Assortment Soft Yellow Stock

Stimson Veneer & Lbr. Co.

Thoroughly Air Dried
QTD. WHITE OAK
30,000' FAS, 1/4", 6" & up
214,000' FAS, 3/4", 6" to 8"
258,000' No. 1 C., 3/8", Reg. wdths.
334,000' No. 1 C., 5/8", Reg. wdths.
43,800' No. 2 C., 3/8", Reg. wdths.
144,800' No. 2 C., 3/4", Reg. wdths.
QTD. WH. OAK STRIPS
25,000' FAS, 4/4", 4/4½"
13,000' No. 1 C., 4/4", 3/3½"
PLAIN WHITE OAK
137,000' No. 2 C., 3/4", Reg. wdths.
PLAIN RED OAK
150,000' FAS, 5/8", under 14'
55,900' No. 1 C., 3/4", Reg. wdths.
PLAIN OAK
102,000' No. 3 C., 5/4", Reg. wdths
82,000' No. 3 C., 3/4", Reg. wdths
11,000' No. 3 C., 4/4", Strips 1½" to 5½"
BLACK GUM
31,600' Strips, 4/4", 1½" to 4"
CYPRESS
53,750' Log run, 4/4", Random wdths and lgths
QTD. RED GUM FIG. WOOD
16,000' No. 1 C., 4/4", Reg. wdths.
QTD. RED GUM—Plain Wood
91,000' FAS, 4/4", Reg. wdths.
175,000' No. 1 C., 4/4", Reg. wdths.
PLAIN RED GUM
234,000' FAS, 4/4", Reg. wdths.
430,000' No. 1 C., 4/4", Reg. wdths.
SAP GUM
265,000' FAS, 4/4", Reg. wdths.
880,000' No. 1 C., 4/4", Reg. wdths.
[illegible] No. 2 & 3 C., 3/8", Reg. wdths.
980,000' No. 2 C., 4/4", Reg. wdths.
COMMON GUM
150,000' No. 3 C., 4/4", Reg. wdths.
LOG RUN COTTONWOOD
17,115' 1/4", Reg. wdths.

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr.
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel
RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No. 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
35,000' 5/4" 1s & 2s, Plain.
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No. 1 Com., Qtd.
33,000' 12/4" Qtd.
OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
16,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS, 6-12"
50,000' 4/4" FAS, 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.
PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.
QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.
PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.
PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.
ASH
30,000' 5/4" No. 1 C. & Btr.
30,000' 5/4" No. 3 C.
MISCELLANEOUS
30,000' 6/4" Log Run Pecan.
40,000' 12/4" Log Run Maple.
30,000' 4/4" Log Run Tupelo Gum.

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Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

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PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS, 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS, 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.

PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No. 1 C.
25,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

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All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS, 1"
75,000' No. 1 C., 1"
35,000' No. 2 C., 1"
30,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"
PLAIN WHITE OAK
20,000' FAS, 1"
50,000' No. 1 C., 1"
50,000' No. 2 C., 1"
15,000' FAS, 5/4"
15,000' No. 2 C., 5/4"
QUARTERED WHITE OAK
30,000' FAS, 1"
75,000' No. 1 C., 1"
18,000' No. 2 C., 1"
12,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
QUARTERED RED GUM
35,000' No. 1 C. & B., 6/4", sap no defect
75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS, 2"
20,000' No. 1 C., 2"
PLAIN RED GUM
38,000' FAS, 1"
28,000' FAS, 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS, 6/4"
30,000' No. 1 C., 6/4"
18,000' FAS, 2"
40,000' No. 1 C., 2"
SAP GUM
50,000' FAS, 1"
60,000' FAS, 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
75,000' FAS, 6/4"
75,000' No. 1 C., 6/4"

Coulson Lumber Co., Inc.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"

SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½", Rift Sawn No Defect
78,000' No. 1 Com & Btr., 2", Rift sawn No Defect
45,000' No. 1 Com & Btr., 3", Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. R., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

QUARTERED WHITE OAK
52,000' 1/4" FAS.
140,000' 1/2" FAS.
4,875' 1/2" FAS., 10" and up
10,620' 12/4" FAS.
90,750' 4/4" FAS.
735,455' 1/4" No. 1 Com.
141,920' 3/8" No. 1 Com.
86,000' 5/8" No. 1 Com.
2,050' 5/4" No. 1 Com.
1,190' 6/4" No. 1 Com.
400' 8/4" No. 1 Com.
595' 10/4" No. 1 Com.
900' 12/4" No. 1 Com.
67,465' 4/4" No. 1 Com.
162,900' 1/4" No. 2 Com.
18,980' 1/2" No. 2 Com.
2,000' 4/4" No. 2 Com.
4,385' 5/4" No. 2 Com.
1,050' 6/4" No. 2 Com.
700' 8/4" No. 2 Com.
PLAIN RED OAK
76,480' 3/8" FAS.
24,950' 3/4" FAS.
260,245' 1/4" No. 1 Com.
177,140' 1/2" No. 1 Com.
112,150' 5/8" No. 1 Com.
397,860' 1/4" No. 2 Com.
10,260' 1/2" No. 2 Com.
88,174' 5/8" No. 2 Com.
PLAIN RED OAK
162,250' 3/8" FAS.
193,450' 1/2" FAS.
305,645' 5/8" FAS.
70,480' 4/4" FAS.
133,390' 1/2" No. 1 Com.
87,880' 5/8" No. 1 Com.
313,670' 4/4" No. 1 Com.

Russe & Burgess, Inc.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

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For immediate shipment

QUARTERED WHITE OAK
147,000' No. 1 Com. 4/4"
21,000' No. 2 Com. 4/4"
PLAIN RED OAK
58,100' FAS 4/4"
251,000' No. 1 Com. 4/4"
90,000' No. 2 Com. 4/4"
QUARTERED RED GUM
53,800' FAS 4/4"
46,500' No. 1 Com. 4/4"
50,000' FAS 5/4"
75,000' No. 1 Com. 5/4"
13,000' FAS 8/4"
12,500' FAS 12/4"
2,000' No. 1 Com. 12/4"
PLAIN RED GUM
30,000' FAS 5/4"
48,000' No. 1 Com. 5/4"
14,500' No. 2 Com. 5/4"
17,000' FAS 6/4"
13,000' No. 1 Com. 8/4"
SAP GUM
160,000' FAS 4/4"
145,000' No. 1 Com. 4/4"
121,000' No. 2 Com. 4/4"
183,000' No. 1 Com. 5/4"
86,000' No. 2 Com. 5/4"
93,000' FAS 6/4"
28,000' No. 1 Com. 6/4"
112,000' No. 2 Com. 6/4"

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OAK
12M ft. 5/8" 1s & 2s Qtd. White.
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12M ft. 4/4" Sel. Com. 6" & up Qtd White.
12M ft. 5/8" No. 1 C. Qtd. White.
14M ft. 4/4" No. 2 C. Qtd. White.
9M ft. 6/4" No. 2 C. Qtd. White.
65M ft. 2" & wider No. 1 C Stps. Qtd. White.
22M ft 2" & wider No. 2 C. Stps. Qtd. White.
12M ft 4/4" 1s & 2s Pl. White.
130M ft. 4/4" No. 1 C. Pl. White.
6M ft. 5/4" No. 2 C. Pl. White.
2M ft. 5/4" No. 1 C. Pl. Red.
5M ft. 5/4" No. 2 C. Pl. Red.
GUM
210M ft. 8/4" 1s & 2s (sap, no defect) Qtd. Red.
230M ft. 8/4" No. 1 C. (sap, no defect) Qtd. Red.
120M ft. 8/4" 1s & 2s Qtd. Red.
172M ft. 8/4" No. 1 C. Qtd. Red.
30M ft. 4/4" No. 1 C. Qtd. Red.
14M ft. 4/4" 1s & 2s Sap.
350M ft. 4/4" No. 1 C. Sap.
65M ft. 6/4" No. 1 C. Sap.
30M ft. 6/4" No. 2 C. Sap.
COTTONWOOD
55M ft. 4/4" 1s & 2s.
25M ft. 4/4" No. 1 C.
12M ft. 4/4" No. 2 C.
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10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 8/4".
60,000 ft. No. 1 C. 8/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
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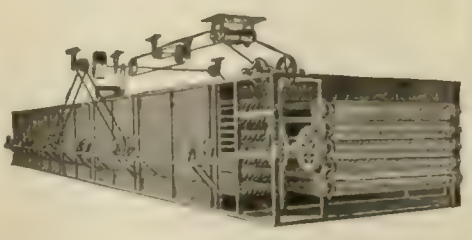

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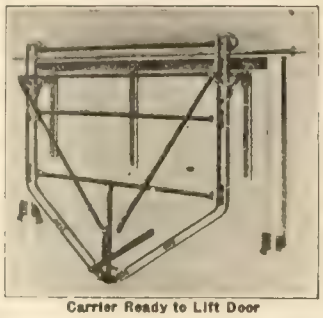
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Hardwood Record

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Review and Outlook

General Market Conditions

WAR BUSINESS IS OVERSHADOWING all other throughout the hardwood trade. The volume of manufacturing for normal purposes does not show much reduction, but commercial consumers are following the wise policy of not going too far ahead in their purchases. They are at the same time taking in quite a little lumber, and reports from representative sources indicate a very fair volume of sales for the products manufactured therefrom.

But the dominant feature is war business, which has had the greatest influence of any one thing in raising the level of hardwood values.

With the building record for 1917 now completed, it is shown that the permits issued aggregated 32 per cent off normal volume. This showing is probably not so serious as had been expected from the tone of current reports, but it reflects a tremendous decrease in the amount of wood going into construction. Well-known authorities have, however, concurred in Hardwood Record's prediction that there will be a slight improvement in the building situation as building weather comes upon us in 1918, and it would not be at all surprising if government underwriting would make possible an extensive building program. Such a policy would be for the best interest of the country as a whole, and it is merely a question of demonstrating to the powers that be that such action is entitled to equal consideration with the questions more directly affecting the war prosecution. But it will without doubt prove to be a truthful prophecy that building during the early half of 1918 will show some improvement.

As the prospect appears now, there is very reasonable promise that war materials will more than take care of the void left by recessions in normal markets for hardwoods. The opinion is given on good authority that the demand for material for containers of all kinds is barely touching the beginning; that this demand will increase to such a tremendous extent that it will require a good proportion of the manufacturing capacity of the industry. Then there is the more specialized line of production, the requirements of which are becoming not only more extensive but more practicable from month to month. A great deal of production for war purposes has been held up because of impracticable specifications which, however, are being rapidly ironed out through co-operation between government authorities and men with practical experience in the business. The result is a possibility of more speedy production of war materials and as the trade is shifted from normal stock to war production, the priority regulations coupled with government control of the roads will without question establish a period of rapid movement of lumber freight shipments.

Values are still climbing. Some items have been assisted to higher levels by the rapid climb in prices for different specialties. The result is a much higher average market all along the line. Then there is no prospect of a change other than to still higher levels.

Lumber Week

LUMBER WEEK AT MEMPHIS established a double significance. It proved the value of the co-ordination of energetic action; it also resulted in accomplishments which give promise.

The Memphis Lumbermen's Club can probably be called the father of one of the most advanced steps yet taken in the hardwood manufacturing trade. The spirit which has made possible the many big things which have been done in Memphis brought about the amalgamation of two big associations in that flourishing city last week. Detailed account is given elsewhere in this issue. But the real point is that a powerful branch of the hardwood manufacturing industry has officially and without reserve stated that its purpose is to work toward a single standard of hardwood inspection.

Just what the outcome of the amalgamation of the two Memphis associations into the American Hardwood Manufacturer's Association will be, cannot be foreseen. Just how far its development may include other bodies now carrying on important work in behalf of hardwood lumber, it is impossible to foretell. But the fact remains that there is now in existence a powerful body properly organized with it's definite purpose to eventually effect a single standard for inspecting hardwood lumber. It is to be hoped that this movement will bring about that much desired step in the marketing of hardwood lumber toward which the trade has been working without results for a good many years—the merging under one official seal of the grading rules under which hardwood lumber is sold.

A Short Look Ahead

SNOW COVERS THE GROUND to a depth from one to three feet over parts or all of a dozen states drained by the Mississippi river, chiefly through its eastern tributaries. In the natural course of events, that snow will be all gone in three months. It may go by the process of a gradual thaw extending over several weeks, or the most of it may melt quickly during a few days of warm, genial rains.

If the thaw shall be gradual, the streams which drain the region will be able to carry the water to the sea without unusual floods, but if the thaw shall be speeded by warm weather and heavy rain, destructive floods are certain. The chance is at least half and half that floods are coming. They usually come in the spring, and the extra-

ordinary accumulation of snow now on the ground increases the probability that the spring floods will be destructive.

It is beyond the power of man to prevent floods under existing circumstances, but persons whose business interests are threatened can take advantage of the brief period to prepare. Proper preparation made in advance may prevent great loss. It is hardly necessary to sound the warning, for the danger is fully apparent to all interested parties and they have time to take necessary measures to protect their property, though the time may be short. February often brings warm rains and general thaws, and March most certainly will bring them.

More Fact Than Facetious

LUMBERMEN CAN MEASURE IN TERMS OF DOLLARS the truth in a recent editorial in the *American Builder*, the purport of which is that if lumber quantities were spoken of in larger units than the board foot, the public at large would not be deceived by scarehead reports of government needs for wood and wood products. The editorial comments on the way the newspapers thrilled and scared the public with figures on Uncle Sam's lumber requirements for shipbuilding.

"Six hundred million feet," it was scareheaded, would be needed! And the newspaper paragrapher drew conclusions immediately that hardly a stick would be left over for home building, barn building, etc. "Six hundred million feet! Gee whiz! That's certainly a lot of lumber!"

"Well, so it is, but how much of our total lumber production is it? Exactly one-and-one-half per cent."

The editor of *American Builder* draws the conclusion that the construction of necessary buildings is being prevented right now because the public has been fed up on big figures which they do not understand, and that prospective builders are being scared away from building by extravagant statements of Uncle Sam's drain upon our lumber resources.

The editorial suggests that lumbermen and builders should get together and devise a new unit of measure for bulk transactions and rather facetiously suggests taking as the unit of lumber the amount used in an average sized house. Thus government figures of shipbuilding would read: 24,000 "houses" of lumber were required for this purpose.

The point he makes though is a very pertinent one, and brings us back to the often discussed condition surrounding the relation between lumber and the lay mind. People do not know lumber and never will until the lumbermen tell them something about it. Lumbermen are suffering every day from just such causes as this. Lumbermen will continue to suffer until they have gotten over to the public sympathy winning propaganda of a sincere and honest nature not merely for the purpose of counteracting adverse influence of substitutes, but rather that the public may understand lumber and thus of its own accord have more sympathy for it and use more of it.

Blow Aimed at Military Prussia

IT IS NOT THE CUSTOM of the Chamber of Commerce of the United States to take hasty and spasmodic action, for that organization contains five hundred thousand of the prominent business men of this country. It acts slowly and with deliberation, and when it acts, the action is backed by tremendous force. For that reason, the referendum vote commenced on January 14 is significant. On that day the chamber began taking the vote of its members on a matter that bodes no good to the military caste in Germany. If the vote is in the affirmative, it will serve notice on the business men of Germany that they cannot establish after-war trade relations with the business interests in the United States represented by members of the National Chamber of Commerce, unless Germany shall establish a government responsible to the German people. That means, of course, that so long as the present military caste in Germany, or any similar caste, is in power, trade with America will be practically impossible.

This action has not been taken in a spirit of retaliation or revenge. It is not for the purpose of punishing Germany for its past sins, but the object is to prevent future sins of the same sort. It aims to overthrow the military rule that for forty years has gripped Germany, and to establish in its place a government responsible to the German people. It is expected to help do this by notifying the business men of Germany that if they want to do business with us, they must put in power a government that is not military.

The reason assigned for this action is that Germany's foreign trade enabled it to prepare for the present war, and that the military government used the foreign trade for that purpose. Now, if the same military power remains in control after the present war, it would begin to make preparations for another war and would draw stores and materials from us for that purpose. Therefore, it is proposed that Germany shall provide a government that can be trusted, or do without American products.

It is believed that a measure like this, openly and honestly announced in advance, will have its effect in Germany. If the business men there know that the professional soldier must no longer run their government, or else trade with us is at an end, it will have its influence in helping the Germans to rid themselves of their military caste and to substitute a government representing the people. To that extent it will help the Germans help themselves, and ultimately they will be thankful for it, though at first, no doubt, the action of the National Chamber will be roundly denounced by the kaiser's government as an interference with the internal affairs of Germany.

The circulation of the National Chamber's decision in Germnay, if the vote shall be affirmative, as it doubtless will be, will have difficulties to overcome. Of course, the German censors would not let the news pass; but it would gradually filter in from neutral countries and it would not take long for every business man in Germany to hear of it. Possibly it was in anticipation of this action by the National Chamber of Commerce that President Wilson said in his statement of our war aims that it might become necessary, in certain contingencies, to restrict Germany's trade with the United States after the war.

Collecting Excess Profits Taxes

IN VIEW OF THE FACT that the collection of excess profits taxes in lump sums would often work a serious hardship upon the industries affected, considerable support has developed for the movement to have the government collect these taxes in instalments.

The profits shown on the books of a normal, growing company, especially in the hardwood business, are seldom "cash money"; in most instances they are due to appreciation in value of lumber stocks; to the inventory values of timber, mills and other materials and accessories; and to accounts on the books—all good and collectible, but not actually banked money.

The concern which has had a good year, even a highly profitable year, cannot immediately convert its numerous assets into cash. Lumber is not always a liquid asset, even when the demand for it is good, and sales are made readily at satisfactory prices, because the railway's delays and the condition of the buyer must be taken into account in converting the material into cash.

To demand of a lumber company which is financing the operation of numerous mills and the purchase of large lots of lumber—much of which, possibly, is to be used in war work of special value to the government—that it pay its excess profits taxes immediately, is to say that it must handicap itself severely in the conduct of its business. It may even have to borrow the money to pay the taxes on its book profits—profits which are certainly there, but not in a form which makes the payment of taxes convenient.

Inasmuch as the average lumberman must make full use of his line of credit for the financing of his regular operations, paying taxes with borrowed money is a method which does not commend itself from all angles. It is possible that the necessities of the government do not require the immediate collection of profits taxes, and if this is the case, it is to be hoped, for the benefit of business in general and the hardwood trade in particular, that the divided payment plan may be given official approval.

Chicago Lumbermen's Annual Meeting

The forty-ninth annual meeting of the Lumbermen's Association of Chicago was held January 21 at Hotel Sherman, Chicago. The meeting was in the Gray room, and was called to order at four o'clock in the afternoon. The attendance was large.

This association has the distinction of being the oldest of the lumber associations of the United States, and lacks only one year of rounding out the half century mark. In the absence of the president, Edward L. Thornton, the meeting was called to order by the vice president, F. B. McMullen of the McMullen-Powell Lumber Company.

The address prepared by the president was read by Secretary Hooper. It contained instructive statistics covering lumber matters in Chicago during the past year. The total receipts of lumber in Chicago in 1917 were 3,354,117,000 feet; of shingle 611,721,000 by rail and water. The lumber receipts by water totaled 86,707,000. There was substantial increase in the receipts of both lumber and shingles in 1917 compared with the preceding year. The city consumption of lumber last year was 1,806,106,717. The association was gratified to learn that Chicago's lumber business in 1917 broke all records.

There was a slight falling off in total membership. The year commenced with 330, added 26, and lost 43. Those lost by death were John D. Ross of the Brooks & Ross Lumber Company, March 3; George D. Burgess of Russe & Burgess, April 30; Arthur Nollau of Nollau & Wolff Manufacturing Company, December 30.

George D. Griffith, treasurer of the association, filed a report of finances for the year:

Balance Jan. 1, 1917	$ 262.63
Receipts during the year	29,879.17
Total	$30,141.80
Disbursements	30,113.08
Balance	$ 28.72

Committee Reports

The standing committees presented their reports showing the status of business in the several fields.

George J. Pope is chairman of the inspection committee, but he was unavoidably absent and Secretary Hooper read the report, showing that 280 claims had been adjusted for the members of the association at an average cost of $6.50 per claim. Inspection work was slack early in the year, and the bureau shows a shortage of $255.86. The hope was expressed that the bureau would be self-supporting in the future, and that the members of the association should make full use of the bureau's facilities.

The report of the arbitration committee was presented by G. A. Van Ness in the absence of the chairman of the committee, George P. Rinn.

During the year seven cases were decided by the committee without expense to any of the parties, and to their satisfaction, with one exception, which came before the special arbitration committee and after a decision had been rendered this was referred to the committee on appeals by the contestants, and after its decision by that committee, was sent back to the committee on arbitration. Four more cases are waiting to be heard.

F. B. McMULLEN, VICE-PRESIDENT.

E. E. HOOPER, SECRETARY.

C. H. WORCESTER, DIRECTOR.

The membership committee's report was read by the chairman, Wilson Martin, and showed a gain of 26 and a loss of 43, meaning a net loss of 17.

Percival S. Fletcher, chairman of the traffic committee, reviewed the work for the year. The many changes in rates and other traffic matters made this committee's work of much importance.

The entertainment committee's chairman, J. L. Lane, made an entertaining report of the good things done for the enjoyment of the members of the association.

The Division Reports

Reports from the different divisions were next in order. L. W. Crow of the Mears-Slayton Lumber Company, chairman of Division A, reached the meeting barely in time to make his report. He had just arrived from Washington, D. C., on a train that was eight hours late. He told of affairs in the nation's capital, particularly in regard to the interests of lumbermen.

There was no report by Division B of the hardwood yards, the chairman, Edward C. Schoen, being unavoidably absent.

A. C. Quixley, chairman of the hardwood wholesalers, spoke for Division C and reported that twenty-one meetings had been held and much work done.

The pine wholesalers were represented by Division D, of which Charles B. Flinn is chairman. This division's business was in a satisfactory condition.

Seth E. Barwick, chairman of Division E represented the manu-

facturers in the report he made to the meeting. His report was in the nature of a good luck story.

The commission men are grouped as Division F, and the chairman, James G. Miller, made the report to the association.

Division G, including the millmen, was not represented by its chairman, John Westberg, who was unable to be present.

The house committee was represented by F. L. Johnson who made the report concerning the restaurant facilities. It was declared that criticism of the restaurant was not well taken, because any deficiency in service was due to lack of enough patronage to make the table pay.

Directors Elected

The several divisions presented their candidates for directors who were chosen by unanimous vote, and resulted in the following elections:

DIVISION A—Charles W. Jacob, John Bader Lumber Company.
DIVISION B—Edward C. Schoen, Columbia Hardwood Lumber Company.

WM. C. SCHREIBER, WM. C. SCHREIBER & CO., DIRECTOR.

E. C. SCHOEN, COLUMBIA HARDWOOD LUMBER COMPANY, CHAIRMAN DIVISION "B"

L. W. CROW, MEARS-SLAYTON LUMBER COMPANY, CHAIRMAN DIVISION "A"

DIVISION C—A. C. Quixley, A. C. Quixley Lumber Company.
DIVISION D—Charles B. Flinn, Metropolitan Lumber Company.
DIVISION E—Seth E. Barwick, Long-Bell Lumber Company.
DIVISION F—J. G. Miller, J. G. Miller Lumber Company.
DIVISION G—John Westberg, C. E. Peterson Company.
COMMITTEE ON ARBITRATION—V. F. Mashek, Pilsen Lumber Company; Earl Bartholemew, Nashville Hardwood Flooring Company; George J. Pope, D. S. Pate Lumber Company; R. R. Cousins, C. H. Worcester Company; Frank Stephenson.
COMMITTEE ON APPEALS—F. J. Heitman, Heitman Lumber Company; Fred W. Black, F. W. Black Lumber & Veneer Company; G. A. Van Ness, Philip Rinn Company; M. McLeod, Oconto Company; A. T. Stewart, A. T. Stewart Lumber Company.

Trade Acceptances

The place which trade acceptances should fill in modern business was the subject of an address by Henry Lawton of the foreign department of the Dearborn National bank, Chicago. The character of trade acceptances was explained, and the plan on which they are operated was shown. This class of commercial paper is new in America and it has not yet been as widely adopted as it should be.

Ours is the only great commercial country which has not yet made extensive use of trade acceptances in its business affairs. The banking people are almost solid in their indorsement of this method of closing transactions.

On motion of P. S. Fletcher, the Lumbermen's Association of Chicago went on record as indorsing trade acceptances in business transactions. The vote on the question was unanimously affirmative.

A brief address was given by John M. Woods of Boston, president of the National Hardwood Lumber Association, his theme being the activities of the association of which he is president. He explained some of the work at Washington which had not been fully understood by some of the lumbermen of the country, particularly as it relates to transactions between hardwood men and the government.

More than 250 persons attended the annual banquet and dance in the Louis XVI room. It was one of the most successful, and by all odds the most enjoyable, of all the features of the annual meeting.

Low Cost of Medical Service

Investigators of labor conditions occasionally report that less is being done for health in the lumber industry than in many others. This is perhaps no reflection on the industry, but perhaps an evidence that employes do not need the supervision which is demanded in some lines in order to get the most in the form of production, likewise reduce labor turn-over. The latter is an especially important feature in these times of shortage of help.

In this connection it is interesting to learn that the cost of medical service in industry—which includes, by the way, first aid and medical service, hospital care when necessary, and nursing service for the families of employes—is $2.21 per employe per year, on an average. This seems to be an unusually small expense, but the figures are those of Magnus W. Alexander, of the General Electric Company, Lynn, Mass., who is executive secretary of the Conference of Physicians in Industrial Practice.

The investigation on which the figures are based covered 100 industries in practically all lines, furnishing varying degrees of service and having varying costs as a result. The cost, including taking care of all accident cases, which is necessary practically and in view of the requirements of workmen's compensation laws, is so small as to suggest its value to the employer from an investment standpoint.

The Lamb-Fish Lumber Company of Charleston, Miss., has done considerable along this line, even to the extent of building and equipping a hospital, and its experience is said to have been especially favorable, from the standpoint of demonstrating the value of the work. More lumbermen could study its possibilities to advantage.

MEMPHIS LUMBER WEEK

Four Big Meetings Have Momentous Results

John W. McClure, re-elected president Southern Alluvial Land Association. Director new association.

James E. Stark, re-elected president Southern Hardwood Traffic Association. Director new association.

John M. Pritchard, secretary-manager American Hardwood Manufacturers' Association.

E. A. Lang, retiring president merged American Oak Manufacturers' Association. Director new

R. L. Jurden, president American Hardwood Manufacturers' Association

H. B. Weiss, retiring president merged Gum Lumber Manufacturers' Association. Director new

M. B. Cooper, sub-chairman Committee of Fourteen. Director new association.

B. F. Dulweber, temporary chairman, now second vice-president new association.

W. H. Russe, first vice-president American Hardwood Manufacturers' Association.

The Men Who Will Lead in 1918

Lumber Week Features

The following pages give detailed review of the important happenings at Memphis last week when four well-known associations of lumbermen held annual meetings. The result of these gatherings was a merger of two large associations handling specialized products and important developments at the meetings of the other two associations.

The American Oak Manufacturers' Association with the Gum Lumber Manufacturers' Association each at its respective meetings formally adopted the report of the committee of fourteen looking to a merger of the two associations. The result is the formation of a much more potent organization entitled the American Hardwood Manufacturers' Association, which will be the parent to numerous divisions covering different hardwoods cut and marketed in the United States.

The parent body was organized as a means of cutting down overhead in administering the affairs of the different woods, but the various divisions, headed by men selected from the ranks of the manufacturers of the respective woods, will govern their own actions irrespective of the actions of divisions handling other species.

The traffic meeting was full of potent discussion and was pervaded by a definite war spirit, that is, a spirit which took cognizance of the importance of the times and the importance of the lumber industry in solving our war problems.

The meeting of the Southern Alluvial Land Association was enthusiastic and gave evidence of the tremendous opportunity for development in agricultural, live stock and manufacturing industries in the South.

The outstanding feature of the merger meeting is that the new association officially adopted as one of its prime purposes the carrying on of such methods and policies as may eventually lead to uniform standard of hardwood inspection. From this standpoint alone the meeting was momentous. It brought about the termination of the American Oak Manufacturers' Association and the Gum Lumber Manufacturers' Association as they have existed, although the activities of those bodies will be carried on as heretofore under division supervision.

At the meeting of the board of directors of the new association, steps were taken to immediately organize the oak and gum divisions. As provided for in the constitution other divisions covering other woods will be organized as manufacturers of those woods deem it necessary.

Another important development was the action of the Commercial Rotary Gum Association, with headquarters in Memphis, securing for it formal merger with the new American Hardwood Manufacturers' Association. Thus there are already three definite divisions of the new body with a prospect of others being formed in the near future.

The new association starts out with promising enthusiasm both on the part of the officers and its members. This body can truthfully be said to be the final outcome of the initial formation of the Memphis Lumbermen's Club several years ago as the aggressive and constructive spirit which has marked the development of that club has brought about many developments important to the hardwood trade. It was carried through the very important traffic work resulting in the organization of the Southern Hardwood Traffic Association. It has been responsible for the organization of the Southern Alluvial Land Association, the importance of which need not be emphasized; has put gum on the map through the organization of the Gum Lumber Manufacturers' Association, and has made great strides in re-establishing oak in its proper place through the formation of the American Oak Manufacturers' Association.

Thus Memphis shows that it is entitled to first consideration as to its importance in hardwood manufacturing circles. The accomplishments coming out of Memphis have been made possible not merely by numerical strength, but more largely by the spirit which has pervaded the Memphis trade since hardwood became an important factor in that busy and rapidly developing center.

All Memphis Is Host

Every association and individual in Memphis participated in the pleasant task of acting as host to the hundreds of visitors during the week. The entertainment features were unusual and pleasantly surprising. The chief affair in the entertainment was the banquet given at the Hotel Gayoso at Memphis on the last evening of the meetings. The big dining room of this famous stopping place was crowded to the limit with a good-natured crowd.

Instead of the usual rather uninteresting professional entertainment the diners were treated to the efforts of unusually good talent of a different kind. Musical features were interspersed with speaking, the chief musical entertainers being Mrs. W. E. Hyde, wife of W. E. Hyde of Memphis, who is well-known in hardwood circles, and Mrs. Davis L. Griffith. They were assisted by the Westminster Quartette of Memphis.

Among the prominent speakers called upon by President J. F. McSweyn were Earl Palmer; whose title was "Happy Thoughts For Lumbermen;" C. P. J. Mooney, managing editor of the Memphis *Commercial Appeal*, who responded to the toast "Spirit of the Times;" Col. John M. Woods, president of the National Hardwood Lumber Association; Douglas Malloch of Chicago. Their remarks were happy in the extreme and the program showed unusually well balanced subjects.

President McSweyn who assumed the gavel for the first big meeting since his recent election was in fine form. Mr. "Mac" seems mentally capable of meeting any emergency when on his feet and handled the program with expedition, grace and smoothness.

"Uncle" John Woods reminisced in a most entertaining style. His thoughts reverted back to the days when it cost more to ride by rail for twenty-five miles into Boston than it now costs to go all the way from Boston to Memphis. Mr. Woods confessed to a great many more years behind him than anyone in the room thought possible.

In the line of "eats" Memphis provided a substantial luncheon in the banquet hall, prior to each meeting.

FEATURES OF THE CONSTITUTION ADOPTED BY THE AMERICAN HARDWOOD MANUFACTURERS' ASSOCIATION

The objects shall be to secure a full understanding of conditions surrounding the hardwood industry; to adopt such measures as will provide for uniform standards (amplification of this feature is shown in the empowering resolution which specifically states that it is working toward a uniform standard of inspection rules for hardwood) and improved methods of manufacturing and marketing hardwood forest products; to acquire, preserve and disseminate information in connection therewith; and to generally promote the interests and welfare of hardwood manufacturers.

* * *

The membership shall consist of individuals, firms or corporations actively engaged in the manufacture of hardwood forest products.

* * *

A majority of members representing two-thirds or more of the production within the association of any particular wood, may, upon petition to the board of directors, or by vote at any regular or called meeting of the association, organize a department for that wood or for carrying on other lines of activity that will be of mutual benefit to the membership.

* * *

These divisions are to be governed by a committee of five, selected by the membership, this committee to be known as the "governing board" for the wood in question. These respective committees will have the power to fix assessments in the production of the respective woods.

* * *

The work will be carried on by an assessment with a fixed maximum covering the entire production in all woods, this part of the assessment to go into the fund of the parent association. The respective divisions will then determine their own assessments not to exceed a fixed maximum.

Powerful Association Launched at Memphis

Merger of Gum and Oak Organizations Leads to Formation of Strong Association of Manufacturers. Aims Laudable

The American Hardwood Manufacturers' Association was formally launched at Memphis last Friday, January 18, as the successor to the American Oak Manufacturers' Association and the Gum Lumber Manufacturers' Association, following unanimous ratification, by the membership of these two organizations at their annual meetings, of the report of the committee of fourteen and the resolutions offered by the latter authorizing the merger and the transfer of membership certificates from the old associations to the new.

Governing Body Strong

Immediately following the adoption of a constitution and by laws for the new association under a temporary organization, of which B. F. Dulweber was chairman and John M. Pritchard was secretary, permanent organization was effected by the election of the following officers and directors:

PRESIDENT—R. L. Jurden, Penrod, Jurden & McCowen, Inc., Memphis.
FIRST VICE PRESIDENT—W. H. Russe, Russe & Burgess, Inc., Memphis.
SECOND VICE PRESIDENT—B. F. Dulweber, Kraetzer Cured Lumber Company, Memphis and Morehead, Miss.

W. E. DELANEY, CINCINNATI, CHAIRMAN COMMITTEE OF FOURTEEN

F. K. CONN, CINCINNATI, DIRECTOR.

W. B. BURKE, CHARLESTON, MISS., DIRECTOR.

TREASURER—William Pritchard, Pritchard & Wheeler Lumber Company, Memphis.

DIRECTORS—For three years—John W. McClure, James E. Stark, E. A. Lang, M. B. Cooper, R. M. Carrier, F. K. Conn, W. B. Burke; for two years—William Beebe, Roland H. Darnell, Ralph May, T. M. Brown, W. H. Dick, Harry B. Weiss, C. H. Sherrill; for one year—W. C. Bonner, B. C. Tully, A. S. Johnson, Rudolph Sondheimer, W. A. Ransom, W. G. Sparks and C. L. Harrison.

The governing board of the American Hardwood Manufacturers' Association held a meeting immediately following adjournment of the organization meeting and ratified the choice by President Jurden of the following gentlemen as members of the executive committee: All have accepted service.

R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.; B. F. Dulweber, Kraetzer Cured Lumber Company, Memphis; John W. McClure, Belgrade Lumber Company, Memphis; James E. Stark, of James E. Stark & Company, Memphis; M. B. Cooper, Three States Lumber Company, Memphis, and E. A. Lang, Paepcke Leicht Lumber Company, former president of the American Oak Manufacturers' Association, Chicago.

The board also elected John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association since it was organized four years ago, as secretary of the new association. He was given leave of absence for the period of the war in order that he might continue to serve the Southern Hardwood Emergency Bureau at Washington as manager, a position he has held for the past two months or more. Action was adopted looking toward the immediate formation of the gum and oak divisions.

The merging of the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association into the American Hardwood Manufacturers' Association represents the culmination of plans which have been in the making for a number of months.

Development of the Idea

The idea occurred to a number of progressive lumbermen in this territory some months ago that there was excessive overhead expense, as well as a great deal of lost motion, in having two separate organizations for the promotion of the welfare of oak and gum, and that, if these were merged into one centralized organization, better results could be obtained in behalf of both oak and gum, through covering a much larger field, and that, in addition to this, other hardwoods, not contemplated in the plans and scope of the two associations, could be advertised and stimulated in a way that had never been accomplished or even attempted.

This idea led to the creation of the committee of fourteen, composed of seven members from each of the two old associations, and the latter worked out all the plans looking to the merger and looking to the manner in which the work of the new association should be carried on through departments organized in behalf of any wood in which enough of the members of the association are interested to justify such a course.

The committee of fourteen did its work so thoroughly that its report received the unanimous endorsement of the membership of both associations and the new organization, the American Hardwood Manufacturers' Association, stands an accomplished fact.

Strong Popular Spirit Behind Movement

And it may be noted in this connection that there is unusual enthusiasm regarding the new association among both officers and members. They believe that its establishment marks a distinctly new era in the hardwood lumber industry of the country; that many

problems heretofore unsolvable will be solved with comparative ease; and that the new organization, by the sheer weight of production of hardwood lumber and other forest products on the part of its members, will occupy a commanding position in the hardwood field, and will be able to bring about, in the course of time, the adoption of a uniform standard of inspection.

No Danger of Involving Inspection Question

The question most discussed in connection with the adoption of the empowering resolution was that of inspection. Earl Palmer did not believe that a third set of inspection rules should be established, declaring that the two standards maintained now by the national organizations had cost lumbermen untold sums. Mr. Cooper said that no action was contemplated at present looking to grading rules, and John W. McClure, chairman of the inspection rules committee of the National Hardwood Lumber Association, said:

"The gum association has influenced the inspection of the two national associations. If we co-operate with these bodies we can bring about a uniform standard of inspection. The constitution does not mention or furnish any ground whatever for a third set of inspection rules."

Ralph Jurden also declared that it was the purpose of the new association to be neutral on inspection and to eliminate the question of inspection rules, and the last paragraph in the empowering resolution was changed so as to read:

"Be It Further Resolved, That the efforts of this association shall be exerted toward the bringing about of a uniform set of inspection rules for hardwood lumber."

The committee which nominated R. L. Jurden and the other officers and directors was composed of C. L. Harrison, chairman; T. W. Fry and F. K. Conn.

Report of Merger Committee

The report of the committee of fourteen, which was adopted by both associations, is given herewith:

As you are already aware, this committee was the outcome of a petition to the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association by some of its representative members, that a committee be appointed by the board of directors of each association for the purpose of formulating plans for the amalgamation of the two associations.

The underlying reasons that prompted this movement have been, for some time, evident to most of us who have been active in association work in this territory. First, the number of associations that it has seemed necessary for us to maintain because each one was performing a function vital to our business and our industry, has been quite a burden to all of us, not alone in a financial way, but also in the time and attention required to keep the work of all of them active. Second, with all of our associations we are not covering fully the field of our activity, as evidenced by a petition presented not long ago to the American Oak Manufacturers' Association that it amend its constitution permitting the gathering of statistics on all the other woods we are manufacturing in this territory.

The Gum Lumber Manufacturers' Association has blazed the way for real association work in this territory. It has demonstrated to the manufacturers of hardwood lumber that association work, properly directed, pays. The success attained for gum by that association made possible the organization of the American Oak Manufacturers' Association, and its first year's activity, just ended, has fully justified the money and effort expended in carrying on that work.

Your committee in the study of this problem can see wonderful possibilities in the amalgamation of the activities of these two associations and the broadening of the scope of the work to include all the other woods manufactured in the territory. It is needless to ask what it would have meant to each of you if during the past year you had been receiving, in addition to the statistics on gum and oak, the same information on ash, elm, maple and cottonwood. Yet we feel that you can have this service, together with numerous other activities that will be helpful to your business, with cost under proportion to the added benefits.

Therefore, after much thought and deliberation, keeping in mind that in the organization of the new association the work for gum and oak as heretofore carried on with such splendid results, should be comprehensively taken care of, we present to you the plans for a new association embodying all the features of the old through special departments, and in addition the permitting of a much broader field of activity.

RALPH MAY, MEMPHIS, DIRECTOR.

T. M. BROWN, LOUISVILLE, DIRECTOR.

W. C. BONNER, MEMPHIS, DIRECTOR.

We have drafted a constitution for the new organization, should our report be adopted by the two associations, and by reading this to you, you will get a clearer conception of our plans.

The essential features are these: The general work of the association will be to administer to all the woods we are manufacturing, in the way of gathering and giving to the membership, statistics and other information of value, and the carrying on of such other general work as will be of benefit to our members and the hardwood industry we represent. For this general work there will be a small general assessment on the entire production of the association covering all classes of membership.

Special work, such as the advertising and promotion of any particular wood or class of production, or any other activity of a special nature, will be handled by special departments under the direct supervision of a governing committee chosen from among the members directly interested in that particular wood or activity. For this departmental work there will be special assessments levied, as provided and safeguarded by the constitution, against those of the membership who are benefited by the special work.

The plan includes not only lumber manufacturers, but manufacturers of other hardwood products from raw material.

You will readily see under this constitution with its departmental provisions that the activities of this organization can be broadened to cover every line of endeavor of benefit to our industry, and that in time this one association will be performing all the functions of the now separate organizations in our territory.

We recommend to you the adoption of this plan, bearing in mind that

the success of any plan will depend upon the full co-operation it receives from the hardwood manufacturers in the territory; and for this we feel that we have little to fear, for we are working with a body of men who have reaped the benefits of co-operation through the gum and oak associations; and with such a nucleus we should in a comparatively short time have in this association practically every hardwood manufacturer in the territory.

It is to the interests of all of you to co-operate and boost.

The Empowering Resolution

The empowering resolution, which was adopted by the membership of both the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association, is also given herewith:

WHEREAS, The needs of the hardwood industry in this territory seem to require more comprehensive organization, as evidenced by the petitions that have been presented to the board of directors of both the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association, and

WHEREAS, The boards of directors of the two associations have seen fit to recognize the advantages and possibilities in the combining of our association activities by the appointment of a committee of seven from each association to work out the plans and details of such an amalgamation, for presentation to the two associations at their annual meetings, and

WHEREAS, The combined committee of fourteen has worked out a plan of amalgamation whereby the work for gum and oak as heretofore carried on with such splendid results will be comprehensively taken care of, and

WHEREAS, The proposed plans in addition to continuing our present activities, contemplates an association that will administer to all the woods that we are manufacturing in this territory and the eventual grouping in one association of all our association activities; thus giving us more extensive service with proportionately less cost and energy on our part. Now therefore be it

RESOLVED, That we adopt the report of the committee of fourteen, and transfer our individual memberships to the new proposed association at its organization meeting, and after the new organization is perfected, authorize our board of directors to wind up the affairs of this association, all dependent, however, on the perfecting of the new organization. Be it further

RESOLVED, That the efforts of this association shall be exerted towards the bringing about of a uniform set of inspection rules for hardwood lumber.

The constitution and by laws adopted by the organization meeting of the American Hardwood Manufacturers' Association, is given below:

R. L. Jurden, president-elect, said, on being escorted to the chair: "I thank you, gentlemen, for the honor conferred on me. I shall endeavor to conduct the affairs of this association in such manner as to merit the confidence imposed in me. I have accepted the presidency at material sacrifice, but I have done so because I believe this organization will prove the means of accomplishing much good for the hardwood lumber industry and of solving many problems affecting it, including that of a uniform standard of inspection."

There was some discussion of the best method of procedure in making inventories on which the government excess profits tax is to be assessed. C. H. Sherrill asked for information on this point, but the members admitted that there was much confusion among themselves, and that there was a similar condition among the agents of the government charged with levying these taxes.

On motion of B. F. Dulweber, President Jurden was authorized to appoint a committee to have the new association incorporated.

Adjournment was then taken.

RUDOLPH SONDHEIMER, MEMPHIS, DIRECTOR

C. L. HARRISON, CAPE GIRARDEAU, MO., DIRECTOR.

R. M. CARRIER, SARDIS, MISS., DIRECTOR.

Last Meeting of American Oak Manufacturers' Association

The overshadowing feature of the first annual of the American Oak Manufacturers' Association, held at the Hotel Chisca, Memphis, on Thursday, January 17, was the adoption of the report of the committee of fourteen and the resolution submitted by the latter empowering the members of that organization to transfer their membership certificates to the new organization, provided similar action was taken by the Gum Lumber Manufacturers' Association.

Although there was a great deal of discussion regarding the question of inspection rules, this matter was settled to the satisfaction of all concerned, as brought out in the report of the proceedings of the meeting which organized the American Hardwood Manufacturers' Association, and the vote of every man present was cast in favor of the adoption of the recommendations of the committee of fourteen looking to the merger.

In his annual address, President Lang declared he had no hesitancy in saying that the first year of the American Oak Manufacturers' Association had been most successful because it had accomplished everything it set out to do, had conducted a vigorous advertising campaign in behalf of oak lumber at a cost of more than $10,000, had paid all of its obligations, did not owe anybody a dollar and had a balance well in excess of $3,000. He further declared that it had enjoyed a membership growth of 170 per cent, and concluded his remarks by expressing his appreciation of the excellent work done by the officers, the various committees, par-

ticularly their chairmen, including the executive committee, and the members themselves.

Secretary's Report Meaty

J. T. Kendall, secretary, in his report, said that the association had during the year, because of its realization of the need of funds for carrying on its work aggressively, conducted a vigorous membership campaign, with very gratifying results. He referred to the work of the special committees, commended them for their interest and activity in behalf of the association, and said that their work would be outlined in the reports of their chairmen.

He said the information contained in the actual sales reports and inventory of oak on hand had proven of inestimable value to the members, because it had shown them the relations between supply and demand, which must necessarily determine prices and other conditions. He made it clear that the association "does not try to control, and that it has no agreements whatever as to, prices," and that it wants from all its members "all actual sales of oak and the prices obtained on several basic points" for its stock report.

He reported that the association had begun compiling, September 1, a monthly report of "actual sales of oak veneers for the members of the veneer department," and that it had endeavored to take advantage of every opportunity to increase the use of oak and to keep members informed as to new developments. In this connection he outlined what the association had done in the way of taking up the use of oak with the shipbuilders, with the implement manufacturers, the car builders, the metal furniture manufacturers and the builders of motor trucks and other equipment for the government, and in keeping in touch with the various government departments, saying that all the information and inquiries gained in this way were promptly bulletined to the members.

He pointed out that the association received 528 inquiries for oak and other hardwoods during the year and that 36,208,000 feet of lumber had been furnished as a result. If the stock had been in hand as wanted, he said the quantity furnished would have been 75,000,000 feet.

Secretary Kendall said that publication of "Hardwoods for Sale" had been inaugurated in December and that this contained the "stocks of the different kinds of hardwood lumber and veneer members subscribing to this service have for sale," and that it is distributed among about 8,000 consumers each month. The cost of space in this publication is $10 per page, he said, and added that the mailing list was furnished to each member who used the service.

The report of R. L. Jurden, treasurer, showed that the association had received $28,836.40 during the year, the largest item being dues of $26,491.32. He placed disbursements at $28,152.80, but showed that the net worth of the association on January 11 was $3,187.84, as confirmed by the report of F. E. Gary, chairman of the finance committee.

C. L. Harrison, chairman of the assessment committee, reported that assessments had been uniformly made on the basis of the cut by each member, from a maximum of 28,844,641 to a minimum of 500,000 feet, and that, so far as the committee had been able to ascertain, "cuts of the members had been conscientiously and honestly reported." He further stated that total assessments for the past year amounted to 317,000,684 feet, and that only two members had failed or refused to submit figures on which to base their assessments. He attributed their failure to lack of appreciation of "the magnificent work the association has done and of the support it so justly deserves."

M. B. Cooper, chairman of the membership committee, reported that 58 new members had been received during the year, an increase of 170 per cent over the figures of 34 last January. He announced the total to be 92 and briefly outlined the active work in behalf of new members done by the committee, the officers and the members themselves that had brought about such gratifying results.

Advertising Fruitful

H. B. Weiss, chairman of the advertising committee, announced that $12,133.46 had been expended in advertising up to December 1 in magazines of national reputation and having combined circulation for the period from April 1, when the campaign began, to December 1, of more than 2,500,000 copies. He said that a new departure had been the use of space in seven lumber trade journals "with talks to oak manufacturers," and that a vigorous propaganda had been carried on through the mails in behalf of oak lumber among manufacturers of furniture and other products in this country and Canada with such effectiveness that it was a great deal easier to find "a good piece of oak furniture today than it was a year ago."

Mr. Weiss believed that the advertising begun by the association should be continued with the utmost vigor, saying in this connection:

Advertising is your communication line between production and consumption. A break in this line may prove disastrous, and it is necessary to keep this line open to continue effectively the work done in the past.

Other woods in various parts of the country are being nationally advertised. There will be a great sum of money spent as time goes on for the exploitation of various woods, and the best money this association can spend is money for spreading broadcast the story of oak.

Ours is a product that lends itself to more uses, perhaps, than any other wood. It has been known for many years as a dependable wood. Its story is not a new one, but, owing to an apparent lethargy that overtook the manufacturers of oak lumber and owing to the splendid advertising campaigns in behalf of other woods, to say nothing of the vast amounts spent by wood substitutes, the public let oak pass out of its mind. It is up to the producers of oak for selfish reasons, if for no other, to arouse themselves and occupy with their oak product the place that is due them.

In conclusion he asked that the work of the advertising committee be studied by the members, that helpful suggestions be given or that criticism be offered. He thought every member should take a personal interest in the advertising campaign and made a plea to this end.

Predicts Renewed Competition from Japanese Oak at Conclusion of War

W. H. Russe, chairman of the committee on the importation of foreign woods, said that practically the only competition experienced at any time was from Japanese oak, and that this was practically nil now because of the absence of ships for ocean transportation. He predicted, however, that, when peace came again, competition from Japanese oak in the western markets would again become serious, and, instead of agreeing with those who argue that demand for Japanese oak will decline because of the inferior quality thereof, asserted that it will increase to such extent as to practically eliminate American oak manufacturers from the Pacific coast territory. He pointed out that the Japanese oak business was in the hands of Mitsui & Co., who were quite aggressive in enlarging their outlets in both Europe and America, and who, in his opinion, as evidenced by the sawmill inspection trip recently made in the South by their representative, Naotoro Iga, intended to seek the business in the West after the war was over.

Mr. Russe pointed out the fact that, from a transportation standpoint, Japan, in normal times with respect to transportation, is closer to Pacific coast markets than American manufacturers of oak and concluded as follows:

As the tendency is to increase our freight rates to the West coast, our chance of competing with Mitsui & Co. for the trade in that section is practically nil. So long as they sell their product for less money they will control the situation.

How shall we meet this competition? Shall we ask congress to increase the tariff so that duties on Japanese oak will be large enough to offset the higher freight rates we must pay, or should we not, as patriotic citizens, on account of our rapidly disappearing oak forests, ask the government not to increase the tax now imposed, provided the Japanese government reciprocates on goods for which this country seeks a market?

Earl Palmer Makes Stirring Address

Earl Palmer made a brilliant talk on the "War," in which he made the following declarations:

That whatever interest we may take in our own affairs and our personal problems, "the main business of the country is the business of war."

That, when the war began, we were full of enthusiasm and prophecy, but that we had now come to the point where we were willing "to think and not to talk."

That America had thrown off the vestments of peace and had put on the raiment of war."

That he was glad that the mothers of America, who had been singing at one time that they did not raise their boys to be soldiers, were today down on their knees "thanking God that their breed had not run yellow during the piping times of peace," and that the "fathers had begun to realize that their sons who began volunteering just as soon as war was declared were months ahead of them in patriotism and loyalty to the government."

That he was glad that America had come into the war, even if at the eleventh hour, and that she had put herself in the way of vindicating her honor and preventing herself from being an outcast among the nations of the earth.

Gives Valuable Sketch of Business Outlook

Sidney A. Linnekin, of Babson's Statistical Organization, delivered a quite lengthy address on "Current Economic Conditions," or, as he termed it, "Anticipating Business Conditions." His forecast was quite gloomy. He held out the theory that the volume of business would probably continue quite large for the next twelve to eighteen months and that prices would remain high because of the big volume of business. He did not believe, however, that the period following the ending of the war would be very bright, declaring there would not be much export demand, and that what there was would be supplied by firms in other countries having better organization than those in America. He thought there would be a good foreign business in "window glass, low grade lumber and cheap furniture." He feared that plants built to take care of the demand for war products of every kind would not be dismantled when the war was over and that they would manufacture ordinary commercial products and offer them on a low basis. He advised strongly against buying commodities for a long period, saying the time for this had passed.

The only bright feature that crept into his talk was the forecast that the worst had been passed in building operations, and that a fair increase would probably follow in this line. But he nullified this by saying that lumber would necessarily feel the effect of decreased building operations, decreased furniture manufacture and decreased demand from other sources, though this was offset in a measure now by the demand for lumber for cantonments, for shipbuilding and for other strictly government purposes. And he predicted, in this connection, that, if there were not a material decrease in output or a material increase in consumption along normal lines, prices on lumber would react in the near future. He further declared that the next few months, in the opinion of his organization, offered excellent opportunity for liquidating in lumber as well as other holdings.

Following an address on Association Advertising by John B. Crosby, of Chicago, the report of the committee of fourteen was discussed and adopted, after which the convention adjourned sine die.

Gum Manufacturers in Last Session

The Gum Lumber Manufacturers' Association, practically without discussion, adopted the report of the committee of fourteen, providing for consolidation with the American Oak Manufacturers' Association, without a dissenting vote, at its fourth annual held at Memphis on January 18, and, after having taken this action, ceased to be a separate organization.

Aside from this action, which was taken with enthusiasm by members of this organization, the feature of the fourth annual was the address delivered by John M. Pritchard, secretary of the association but now manager of the Southern Hardwood Emergency Bureau at Washington for the period of the war, on "War Orders for Hardwood Lumber and Their Effect on the Hardwood Lumber Industry."

Interesting Address of President Weiss

In his annual address President Weiss declared that "the fourth annual of the Gum Lumber Manufacturers' Association finds it in much stronger position than ever before and carrying on a work that has convinced the most skeptical of its unqualified success." Continuing, he said:

Born in a time of trouble, it has weathered many storms and has come through with flying colors. Its success is due to the unselfish and splendid work done by its members throughout its life, and I doubt very much if any other lumber association, perhaps any other trade organization in any field, can show the same degree of devotion and interest of its members that our association has shown."

He told of how great a sacrifice the association had made in lending the services of its secretary, John M. Pritchard, to the Southern Hardwood Emergency Bureau at Washington, but said that he regarded it as a distinct compliment that Mr. Pritchard had been selected "as the logical man for such an important position." He regretted that it had been impossible for all the members of the association to attend the meeting at which the request of the government for the services of Mr. Pritchard had been presented, declaring that the "loyalty and patriotism were immense," and that those who participated "pledged not only the services of Mr. Pritchard, but also the services of the association and of themselves wherever they could be used." He thought the members had a right to feel a pride in the selection of their secretary for such responsible work and declared:

"It is a big thing and the country knows where our association stands and knows the spirit that is behind our organization. I am proud of my connection with it."

The report of Secretary Pritchard showed that the past year had been the most successful in the history of the association in all respects except in membership, only 26 members having been added, thus bringing the total to 125. It also showed that the Commercial Rotary Gum Association, which is affiliated with the Gum Lumber Manufacturers' Association, had enjoyed a very prosperous year and that it had 22 members. It further indicated that the association had received inquiries for 38,522,000 feet of gum lumber, all of which had been bulletined to the members, and that the "gum lumber industry is now firmly fixed in a leading position in the hardwood field."

Pritchard Gives Enlightening Information

Mr. Pritchard, in his address, outlined briefly the manner in which the Southern Hardwood Emergency Bureau had been created and the purpose for which it existed, and then spoke substantially as follows:

There is no industry so well organized for taking care of the needs of the government as the lumber industry. The pine people are better organized than the hardwood people. The Southern Pine Emergency Bureau has rendered a big service, with much saving in time and money to the government, in furnishing material for building cantonments, ships and other essentials.

I went to Washington about two months ago to take charge of the Southern Hardwood Emergency Bureau, and I want to correct any wrong impression about its purposes and its functions. There is comparatively little demand through it for hardwood lumber such as you carry in stock. There is a good demand for bill stock for use in the building of ship plants, for ties and for switch ties. But the total hardwood lumber handled through the bureau during the past few months has been about 3,000,000 feet. Some thick stock is wanted for France for use in repairing heavy artillery.

I have had any number of letters from lumbermen wanting to know why they did not receive inquiries. The principal reasons are that too much delay and expense would be involved. It takes most of the time of myself and the office force to answer questions and give advice. We must go where we can get the stock and get it quickly, and lumbermen must have confidence in us.

Business coming through the bureau will not be sufficiently large to keep your plants going. If the orders now being placed were divided all around they would amount to little. The bureau must secure what the government needs on the shortest and quickest haul. It is there for the

purpose of helping the government and as an expression to the government by the lumber trade of their willingness to furnish lumber or timber at their plants whenever it is wanted.

But, while direct orders from the government are small and are going to be small, indirect requirements in the way of lumber and timber and lumber products are going to be tremendous, and you gentlemen should begin to develop your business along such lines as will enable you to take care of these requirements, which may be summarized as follows:

FIRST: Boxes. The demand for these will tax the entire capacity of existing plants to fill them. They are needed to ship food, ammunitions and various supplies to the soldiers of the United States and her allies. This demand is just beginning, but it will grow very rapidly, and every foot of lumber you can manufacture in the way of box material will be needed.

SECOND: Wagon and subsidiary manufacturers, including wheels. The government placed an order for 70,000 escort wagons in August. It has placed another for 70,000 within the past two weeks, and it has also placed one for 20,000 two-wheel wagons. I am told by Mr. Parsonage, representing the vehicle industry, that all manufacturers are participating. But he said they must have the co-operation of the lumber manufacturers in supplying the necessary material, practically all of which had to be bought after January 1.

I am authorized to make the statement that prices on thick oak have not been fixed by the government. These wagons are not made on the "cost plus" plan, but the contracts therefor have been let out at fixed prices. The contractors have used certain estimates for the cost of material beyond which they cannot go, but Mr. Parsonage was unable to give me this price. The buying committee will not buy the materials for these wagons except when the contracting firms are not getting the material fast enough.

THIRD: Handles. The day before I left Washington the ordnance department asked the bureau about handles and said that millions of them would be required, from hammer handles up. The lumbermen will be called on to furnish the necessary material.

FOURTH: Aeroplanes. I have in my hand now a telegram which has just reached me. It is from the signal corps and wants the bureau to compile figures covering firsts and seconds, 2, 3 and 4-inch white ash, 12 feet long and up. There is a big demand for oak, ash, spruce and walnut for the manufacture of aeroplanes to put a big fleet in the air. There are erroneous ideas abroad about how many aeroplanes the government is going to build. I do not know how many, but I know that the quantity will be large. It would be bad policy for the government to give out information on such a topic. A great deal of quartered white oak is going to be needed.

Lumber requirements for the allies will come through the director of lumber, and will be limited to what can be spared and by the ocean shipping space available for its transport. The allies are in the market now for aeroplane stock, principally spruce, poplar and ash.

The foregoing covers the trend of what the government will need. But the big orders will not come from the bureau but from the manufacturers of boxes, wagons, trucks and other government requirements. And the government will not fix any price unless prices for lumber run away and it is necessary for it to take over your plants.

Ordinary requirements are going to have to take a back seat and become secondary to government needs. Demand will therefore be less for lumber for building purposes, for the manufacture of furniture and for the production of many other commodities. Building operations are now only 39 per cent of normal, while the comparatively small demand for flooring is another indication of slackness in building.

There is no antagonism between the Southern Hardwood Emergency Bureau and the bureau maintained by F. F. Fish, of the National Hardwood Lumber Association, but there is more need for two hardwood bureaus in Washington than there is for two presidents. It is proper that the lumbermen should be organized so as to take care of the needs of the government, but it is going to cost a great deal to maintain one bureau, much less two. Rates on rents at Washington have advanced from 25 to 500 per cent, and many of the people coming there to help the government are unable to find places to sleep.

The Council of National Defense has no legal status. It was organized because it was believed that it was vital that facilities should be provided for supplying the government. There are men on the War Industries Board serving the government, presumably at $1 per day. They are passing on large contracts and have saved the government millions of dollars and rendered a wonderful service. But everything is now being investigated. Your humble servant may be the subject of investigation at any time. The Council of National Defense may be done away with and, if that is the case, the bureau will go too.

You can't be in Washington without feeling what a big thing the government has undertaken, something no other nation has ever attempted, namely, to transport 5,000,000 men across the ocean to put down German Kultur and deviltry. The men connected with the conduct of the war are working long hours and are bending their whole energies toward bringing about a glorious victory.

And it doesn't make any difference whether the bureau is maintained or not, but the attitude of the lumbermen toward the government and the part they will play in helping to win the war are vital and do make a tremendous difference.

The report of F. E. Gary, treasurer, showed a net worth for the association of $4,415.06. Dues, derived from assessments, amounted to $39,815, while total receipts were $41,382.39. The biggest single item of expenditure was $16,796.54 for advertising.

Reports of Committees

F. K. Conn, chairman of the membership committee, reported 26 new members during the year, with a loss of eight by resignation or otherwise.

John W. McClure, chairman of the assessment committee, made a verbal report. He said that dues amounting to $39,545.33 had been assessed on 324,809,709 feet of lumber; that the members had responded promptly to requests for production for assessment purposes; that they had reported fairly in all cases and that, in some instances, they had reported more than their actual cut. He said that it was estimated last year that there would be an increase of approximately 50 per cent in production, but that it had been as high as 60 per cent. But he declared that the association had kept the market in healthy position to absorb this increased output and that its services could not be exaggerated.

In his report on uniform costs T. L. Hoskins, chairman of the costs committee, pleaded for more serious consideration of this question, which with constantly more involved conditions surrounding us has from day to day an increasing importance to the hardwood manufacturer. He said that too close application to the lessons taught by standardization of business and improvement of methods could not be given and particularly urged a more thorough research into the influence of stumpage values on all phases of cost and income figuring.

In his report for the advertising committee C. L. Harrison sketched briefly the full process of growth of the idea of advertising gum. He showed how starting with the inspiration of two firms it had grown to a point where it was now covering the whole structure of national advertising media.

The report of the committee of fourteen then came up for action. Its introduction resulted in considerable discussion, as noted in preceding report of the merger session. When put to a vote the report was unanimously adopted and the proceedings adjourned sine die.

Rotary Gum Makers Also in Merger

Members of the Commercial Rotary Gum Association, which is affiliated with the Gum Lumber Manufacturers' Association, held an executive session at the Hotel Gayoso, Memphis, Saturday, January 19, ratified the report of the committee of fourteen, and decided to join the American Hardwood Manufacturers' Association as a body by becoming one of the divisions or departments of that organization.

This action on the part of the Commercial Rotary Gum Association means that it has ceased to exist as a separate organization. It has twenty-two members who will come into the American Hardwood Manufacturers' Association on the divisional or departmental basis indicated. This action will entitle the rotary gum makers to all the benefits of the parent body, but will leave their particular problems for their own solution.

Ralph L. Jurden, who was elected president of the American Hardwood Manufacturers' Association, has been president of the Commercial Rotary Gum Association during the past two years.

Members of the American Hardwood Manufacturers' Association have expressed themselves as much pleased with the action of the Commercial Rotary Gum Association, the first organization, aside from the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association, to join.

The "Alluvial" Meeting

The Southern Alluvial Land Association, at its first annual at the Hotel Chisca, Memphis, Wednesday afternoon, January 16, honored all of its old officers with re-election, as follows: John W. McClure, president; A. C. Lange, first vice-president; W. E. Hyde, second vice-president, and J. M. Pritchard, treasurer.

It also elected all of the one-year directors to serve for a term of three years, as follows: S. B. Anderson, F. K. Conn, Thomas W. Fry, S. M. Nickey and S. E. Simonson.

President McClure extended greetings to all present immediately after the delightful luncheon and expressed much pleasure over the fact that so many members had braved the elements and the difficulties of transportation. He then read his annual address, in which he asserted that the association, about a year ago, was launched at a most opportune time, because, owing to the entrance of the United States into the world-wide war, the production of food and clothing had become of paramount importance and because the southern alluvial lands represent the largest undeveloped body in this country capable of producing vast stores of cattle, hogs, foodstuffs and clothing.

President McClure reported increasing demand for these lands and predicted that the association stood at the threshold of the greatest "migration period" in the history of America and that it would witness the biggest "back to the farm" movement ever seen, with resultant quickening of the development and cultivation of these properties. He pointed out that the war had been something of a stimulus because of the need of increased foodstuff production, but that it had also proved itself a handicap in the respect that it had rendered labor much scarcer and had created a larger demand for cultivated than for "wild" lands.

He thought it proper that the association should have been launched by lumbermen and that the task of getting it started had been borne by them, but he believed the time had come when farmers, bankers and others who profited by the publicity and advertising done by the association, should become a part of the organization and thus strengthen its finances and enable it to do a much broader work than it has done during the past year. In this connection he emphasized the fact that while the owners of these alluvial lands were largely lumbermen at one time, they are now both farmers and lumbermen.

He paid a tribute to the patriotic spirit in which members of the assoication responded to the call of the government for increased foodstuff production and declared that the association would continue to offer its services to the government and that it would assist to the best of its ability in carrying out the plans of the authorities during the period of the war. He then outlined the purposes of the association as follows:

"To advertise the wonderful possibilities of our rich alluvial territory; to overcome prejudices which may exist in this section; to give publicity to the rapid developments taking place; to give accurate and reliable information whenever called upon by new settlers or by those desiring to locate in the alluvial region; to assist in building up communities and improving farming conditions in this territory; to co-operate with other forces operating for the development of these lands, and to furnish our members with information valuable to them either in disposing of their lands or in their agricultural development."

Secretary F. E. Stonebraker, in his report, stated that 27 new members had been received during the year and that the total membership was now 44.

He reported that thousands of letters had been mailed soliciting members and their active co-operation in the affairs of the association and that, while most of the replies had been highly favorable, the results had been somewhat disappointing. He also paid tribute to the patriotic spirit of members of the association, saying they had, in response to the appeal of the government, planted thousands of acres to corn and other foodstuff crops originally intended for cotton.

He briefly reviewed the work of the year aimed at aiding in the development of the alluvial lands of members and in disposing of properties they wished to sell. He pointed out that farming operations on these lands had proven highly profitable and that splendid results had been achieved despite scarcity of labor and other handicaps, including unusually early frost in the northern Mississippi valley and the presence and activity of boll weevil.

He reported that cut-over and cultivated lands had advanced steadily and regularly during the year but that, despite these higher prices, they offered splendid returns on the money invested in them. He described advertising and publicity as factors which had greatly contributed to the development of these cut-over lands and referred to the "Call of the Alluvial Empire," a booklet issued by the association, as the most sustained bit of publicity work undertaken. He reported inquiries for this from all parts of the country and even from the Philippine Islands, and said that thousands of copies had been mailed to prospective settlers and others in every part of the United States. He thanked the lumber trade journals, the newspapers, the railroads, the agricultural colleges and all other agencies which had lent their aid along publicity or other lines.

He forcibly outlined the steps being taken by Georgia, Alabama and other southern states in confirmation of the view that the "farming tide is turning toward the South," and concluded his report with the following eulogism on alluvial lands:

"Tennessee, Mississippi, Arkansas and Louisiana alluvial land is unquestionably the richest soil in the United States. When properly managed, the most enduring form of wealth is real estate. The most profitable real estate is farm land, and the best farm land in the world is the alluvial land. Now that we know that we of the South have the best large body of alluvial land in the world, it is certainly up to us to let the world know about it, to bring more of the world here to assist in continuing the rapid development already begun, thereby developing the best soil into the most beautiful country in the world."

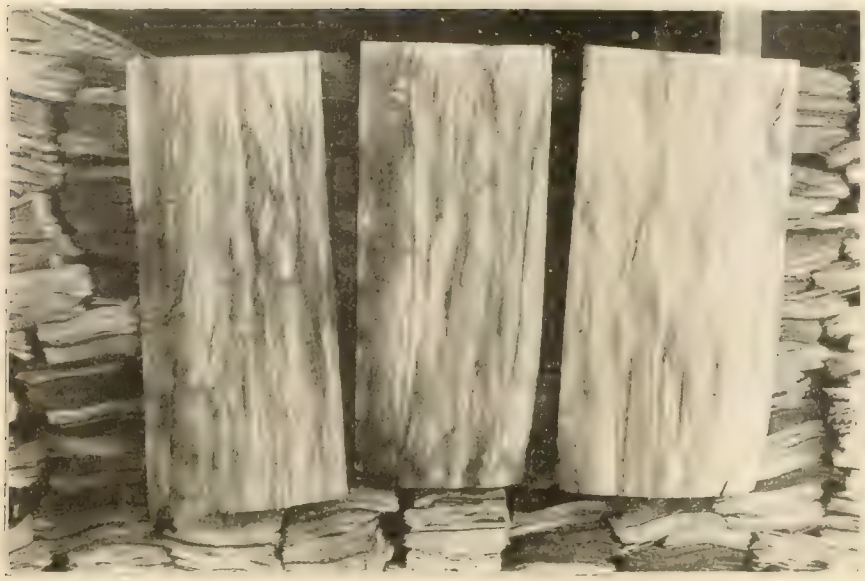
The report of the treasurer, John M. Pritchard, was read by Secretary Stonebraker, in the absence of the former. It showed the financial condition of the organization to be wholly sound.

Gov. Charles H. Brough, speaking on "The Dawn of a New Constructive Era," elaborated on the wonderful resources of that State in apples, peaches, anthracite and smokeless coal, diamonds, cottonwood, ash, gum and other hardwoods, and reviewed briefly the steps taken by the authorities of that state to hasten the dawn of this era, including a constitutional convention to enable various divisions of the state to issue evidences of their own indebtedness, making large appropriations for building good roads and using convict labor in this work, putting the state on a cash basis without increasing taxes, taking the institutions of higher learning out of politics and keeping them out, and placing a check on vicious and conflicting local and sectional legislation.

He declared that Arkansas wanted to join hands with the association in developing over 5,000,000 acres of alluvial lands within that state and in helping to bring about the settlement and cultivation of the 20,000,000 acres of such lands in the lower Mississippi valley. He said they offered climatic conditions which made double crops possible and that they were the richest lands in the world; that they were situated within easy reach of markets not only in this country, but also in Europe, because of their location with respect to seaports. He asserted that the gold hunters had passed these lands by in olden times because they were covered with a heavy timber growth and could not be cultivated until the timber was removed, but he declared that, out of the 76,000,000 acres of cut-over lands in the United States, only about 15,000,000 are not subject to second timber growth, and the greater portion of the latter lies in the alluvial regions of the South.

He regarded the coming of boll weevil, with their depredations, as not an unmixed evil, because they had forced upon southern people realization of the fact that the one-crop system is deleterious to any region and that diversification is absolutely necessary if they are to be self-sustaining and if they are to stop the inflow of millions

(*Continued on page* 37)



THE accompanying illustrations are a fair sample of the large stock (now 1,000,000′) of 1/24″ Sliced FIGURED RED GUM we carry in our warehouse.

We can furnish FIGURED RED GUM in Sawed or Sliced wood, any thickness. Prices quoted and information given on anything of interest to you.

These stocks are nicely and fairly sampled. You can get full sized samples of logs from us, sent by express prepaid, upon request. We also furnish—free—large panel, natural color, piano finish. Directions for finishing Gum in the natural or stained, accompanying each panel.

You should use FIGURED RED GUM in

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FURNITURE
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PIANOS, VICTROLAS, ETC.

The fanciful variegated figure attracts you. Its beauty grows upon you. Once used, always admired. The soft tones and tasty figure make it enduring and gives lasting satisfaction.

We, as the largest producers of this wood, are able to serve you best. A large assortment. specially selected stocks and superior manufacture, commend our goods to your use. Write us for samples or information.

NICKEY BROTHERS, Inc.
Memphis, Tennessee

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Veneer Panels in Airplanes

Reasons Why Mahogany Is in Such Great Demand and High Repute

IT DID NOT TAKE the veneer panel long to prove its superiority over cloth in the construction of airplanes. Originally the planes or vans which sustain the weight of the machine and enable it to sail through the air were covered with cloth. Cotton was one of the first materials, and light tent cloth was considered sufficient. Then, as greater strength was required, linen cloth came into use. Information is not at hand at just what period veneer panels were first tried and found satisfactory as a substitute for cloth, but everything is recent in airplane construction, and two or three years count for a great deal.

During the first year of the European war, that is, in 1914 and the first half of 1915, one of the most troublesome contraband articles to keep out of Germany was linen cloth, which was in great demand for airplanes. It was smuggled into Germany in all sorts of ways. It was printed to make it look like cheap calico or some other innocent material, in hope that it would escape identification when passing through the blockade.

This serves to show how rapid and how recent the change in material has been brought about. Perhaps linen cloth is still used as covering for planes of certain kinds, but the principal material is now wood. The planes use veneer panels in place of cloth. These panels are three ply and are made of mahogany in most instances. That wood has special qualities which fit it for that service better than any other wood that can be procured. The panels may be of different sizes, but a common size is four inches wide and five feet long. These are joined edge to edge to constitute the plane surface. Skillful devices are in use to fasten the panels edge to edge. The work must be done in a substantial manner, for these panels sustain the weight of the machine and its load, perhaps a thousand pounds. The motor drives the machine forward at amazing speed and the pressure of the air, striking the under surface of the plane, sustains the load. Should a panel break or split, the airplane would plunge to earth; and the importance of having panels reliable in all emergencies is apparent. The air strikes the underside of the plane with an impact equal to that of a wind blowing from 100 to 150 miles an hour, and it can be easily understood that no flimsy material will stand that strain.

Mahogany panels are the preferred wood for battleplanes. It is only moderately heavy, is very strong and hard, and its holding power on glue is so great that a panel of this wood is hard to tear to pieces. It is dependable, and that is what is wanted, above everything else, in a battleplane. Every possible precaution must be taken against breakage.

Failure under air pressure is not the only danger to be guarded against in a battleplane. It is expected to pass through showers of bullets, not only from machine guns, but from guns of larger caliber. Sometimes dozens of projectiles pass through the planes in a single fight. Suppose each bullet tore off a splinter in passing through the wood. The panels would be riddled and the machine would collapse.

That is the reason why mahogany panels are preferred above all other woods. Mahogany does not split and splinter when struck. The bullet cuts a hole through barely large enough for its own passage, and that is the extent of the damage. A large number of bullets must strike a plane before the panels are destroyed, if splintering can be guarded against. The panels are three ply, the outer sheets at least of mahogany, and perhaps the inner also. The middle sheet has its grain at right angles to the grain of the outside sheets as an additional precaution against splitting.

It is of historical interest that war vessels for the ocean a century or more ago were built of mahogany, or at least were lined with mahogany planks, as a precaution against flying splinters when cannonballs passed through the vessel's sides in battle. In a sea fight when low-power, smooth-bore cannon were used, more damage might be done to a ship's crew by flying splinters and billets of wood torn from the planking than by the cannon balls themselves. The use of mahogany lessened that peril; and now, when airships engage in battle, the same non-splintering wood is employed, as of old, to lessen the danger from splinters. In the old days, mahogany timbers a foot thick were demanded for the fighting ships; but now it is the three-ply panel about a quarter of an inch thick. It is a wonderful wood and no one can guess to what war use it will be put next.

The Ahnapee Veneer & Seating Company, Algoma, Wis., distributed about $7,500 among its employes at the beginning of the new year as a bonus upon its 1917 earnings. The payment amounts to 12 per cent of wages received during the year. Four years ago the Ahnapee company decided to permit its employes to share in the profits and in that time the dividend rate has grown from six to twelve per cent.

For the purpose of increasing its operations in Tennessee, the Kentucky Veneer Works of Louisville, Ky., with an authorized capital of $100,000, has applied for a charter licensing it to do business in Tennessee. The incorporators of the company are: H. M. McCracken, F. I. Brown, M. E. Freedman, W. Geiger and F. C. McCracken.

At St. Louis, Mo., the Western Veneer Products Company has been incorporated.

The Talbert-Zoller Lumber & Veneer Company is closing out its business at Cincinnati, O.

Picture Frames as Veneer Market

Present Demand for Venered Work Light, but Expansion Is Looked For

THE picture frame industry is not usually looked upon as an important market for veneered work, and compared with big trades like furniture and cabinet making, it is, of course, relatively unimportant. But this does not alter the fact that there are hundreds of plants making picture frames, supplying the thousands of stores engaged in selling pictures, frames and art goods generally, and that the value of their annual product is 'way up in the millions.

Hence the veneer manufacturer, together with the man who sells the glued-up work direct to the frame manufacturer, is interested in this business, which contributes materially to the volume of sales. The trade is one which has its ups and downs, its peaks and valleys, perhaps to a greater extent than most lines, the explanation for this being that pictures and frames are things that the general public can get along without much more readily than it can get along without food and fuel, for example. Hence, at the first sign of untoward conditions, demand for frames falls off, and with it goes the demand for veneered work.

Inasmuch as furnishing homes involves use of pictures as well as furniture, it might be supposed that the frame business would move along parallel lines with the furniture industry. This is true to a limited extent, but it appears that the frame business is much more responsive to the ebb and flow of demand than the furniture business. One reason for this is that it takes a lot longer to make furniture than frames, and hence furniture dealers have to look further ahead in buying than the picture and art trade. The result of this is that it takes longer for unfavorable general conditions to make themselves evident in the furniture business than in the manufacture of frames.

In fact, this trade is so sensitive that it occurs to the writer that it might be watched as the barometer of business instead of pig iron and other time-honored products, which have been relied upon heretofore. Now that the war, by introducing price-fixing by the Government, has interfered with the customary use of these accepted barometers, the frame trade ought to be considered as reflecting the way things are going generally.

The frame business parallels the furniture trade in another way: it responds to style influences furnished by the makers and buyers of furniture. Wood frames must harmonize with the material of which the furniture of the room is made. At least an effort is made to bring this about, and that explains why mahoganized materials are popular in the frame trade today. Comparatively little real mahogany is used, the frame makers apparently fearing that costs would be too great, though in the opinion of the writer, this idea is considerably exaggerated. At any rate, birch is the favored material for mahoganizing purposes, and is consumed by the frame manufacturers in larger quantity than any other wood.

Though walnut has been popular in the furniture business for several years, it has not yet forced its way into the frame business, possibly because the walnut veneer and lumber people have been too busy with other and larger business to make a special effort to encourage the use of this material by picture frame manufacturers. It would seem that the time is ripe for its introduction, since, as suggested, frame makers are always interested in putting their own designs in alignment with conditions in the furniture field, which is depended upon to furnish suggestions for such changes.

The frame manufacturer does not buy his veneers and do his own gluing up, but purchases three-ply stuff in quantity from the concerns handling this work. The face is, of course, the only piece which must be of clear material, as it must be finished and made to furnish an attractive setting for the picture which it is to contain. The manufacture of frames without waste is a problem of the business, while finishing the edges of the veneered frame so that the glue-joints will not show is another feature which gives the practical men in the industry something to think about during their idle moments.

As a matter of fact, the demand for veneered frames, and hence for glued-up stock for use in making them, is less just now than for some time. The trade has not been calling for this material with any degree of eagerness, and while some veneered frames continue to be made, the situation is not regarded as anything like normal. However, there is no telling when it will be restored to normal figures. The whole frame industry is in the dumps just at present, and perhaps when the business picks up and business of the usual volume is restored, veneered frames will again be a featured line, and the veneering business will get the benefit of the change.

"I believe in the future of the veneered frame business," declared a New York sales agent, who handles the products of six large Chicago frame factories in the metropolitan district. "I like veneered frames, because the advantages of veneering are nowhere more evident than in this line. That is, it is possible, by means of carefully selected face veneers, to get effects which would be impossible in any other way. Consequently there is real basis for the popularity which veneered frames have enjoyed heretofore, and which doubtless will come back to them again in the not distant future.

"The real trouble just now is that the picture frame business as a whole is off. Dealers are not buying, and

"Hartzell's Choice Walnut"

This is not a city park, but the entrance to our property at Piqua. It is a reflection of our policy of care in manufacture.

CARE IS OUR WATCHWORD

The Walnut log is too valuable, its product too full of possibilities of beauty to hazard through inattention to all the finest details of manufacture.

But one must know where these details lie before he can cope with them. We have had thirty-six years of constant experience in locating the wrinkles of successful manufacture. Undoubtedly there are some we have yet to discover, but we can truthfully say we have mastered our art.

Lumber *and* Veneers

Panels *and* Dimension

Every log is thoroughly washed with hot water. Clean logs make cleaner cutting saws. Just a little thing, but it's one of many.

GEO. W. HARTZELL, Piqua, Ohio

CHOICE WALNUT EXCLUSIVELY

manufacturers are finding it difficult to keep their plants going. There is seldom any disposition on their part to manufacture a big supply of frames for stock, because of the possibility that the trade may change its views regarding the desirability of certain lines. Hence when business gets dull the manufacturer usually jumps on the train, goes to a big market where he knows there is a chance to get some large orders, and cuts his prices deep enough to get them. Then he goes back to his factory and turns out the goods, hoping in the meantime that conditions will become favorable enough to enable him to run without having to take business at the reduced prices.

"This is not an ideal condition, of course, but that is the way it has been in the frame industry. Consequently there is not much of a supply of veneered frames on hand, nor have the frame makers been going into the market for large quantities of three-ply stuff. On the other hand, they have been buying from hand to mouth, making up frames just as they saw the business in sight, and as the trade has not seen fit to put the loud pedal on veneered goods, these have languished even more than the regular lines.

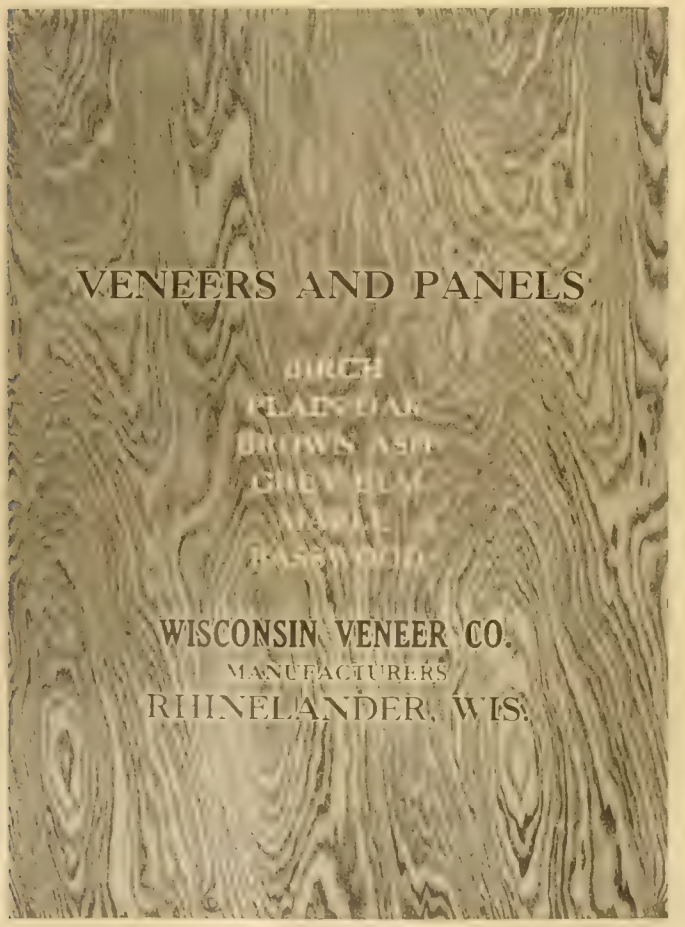
"My personal opinion is that the veenered frame can be restored to popularity. In fact, as a result of this conversation, I am going to suggest to the manufacturers and the dealers as well that more attention be paid to veneered frames. The public has not been told much about these goods—though for that matter little educational work has been done on the subject of picture frames in any way—with the hope that greater appreciation will be developed for them. It would take only a little effort along this line to bring about a decided stimulation of interest in and demand for these frames, with a correspondingly good effect on the manufacture of veneered and glued-up stock for this business."

The same authority, who has been selling picture frames for years, and has the confidence of the largest factors in this trade, said that the frame business has suffered from lack of educational publicity. It takes a run of poor business, such as that which is being experienced at present, he contended, to make these manufacturers think seriously about getting the public interested in their products. Consequently, he suggested, now is a good time to take this question up again, with the idea of starting something along the line of educational promotion work, so that the public will be more inclined to study pictures and frames, and to give a larger share of attention and financial support to this industry.

"Several years ago," he said, "the industry undertook a campaign of this kind. That is to say, it was discussed, and many of those in the business favored going to the public with our story. The idea was launched at a meeting of the Chicago manufacturers, who at that time were suffering from lack of business, and who appreciated the advisability of undertaking some sort of work that would help to increase the volume. It was agreed that factories would be assessed on the basis of their production, and that this would create a fund which would enable the frame business to be advertised on a modest scale. The details of the campaign were not worked out, but it was agreed that the educational and esthetic value of pictures would have to be featured, even more than the frames, which, after all, are incidental. Getting the public interested in pictures was to be the big idea.

"However, while the frame makers were preparing to work out a plan of this kind, business picked up, the demand became brisk enough to keep all of the factories working full time, and the idea of promotion was dropped as unnecessary. Now that the trade is slow, it may be taken up again, with better chances for success."

The lack of building, which is hurting a lot of collateral lines, is doubtless to blame for the situation in the frame industry at present. The chances are that when residence construction picks up, involving the purchase of new furnishings of all kinds, picture frames will get their share of the expenditures. At that time the veneer and panel makers will feel the stimulation, but it is doubtful whether the requirements of veneered frames will make much of a dent in the supply of thin stuff as long as the general situation remains unfavorable. G. D. C., Jr.



A notion prevails in some quarters that a wood should be soft in order to be desirable as a source of veneer. While a soft wood may be manufactured more easily than a hard one, the ease of working a wood is not the test of its value as a source of veneer. Ebony is one of the hardest woods. yet the piano maker produces some of his finest work by means of ebony veneer.

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40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
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No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
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Small quantities 5/4, 6/4 & 8/4 Common

On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

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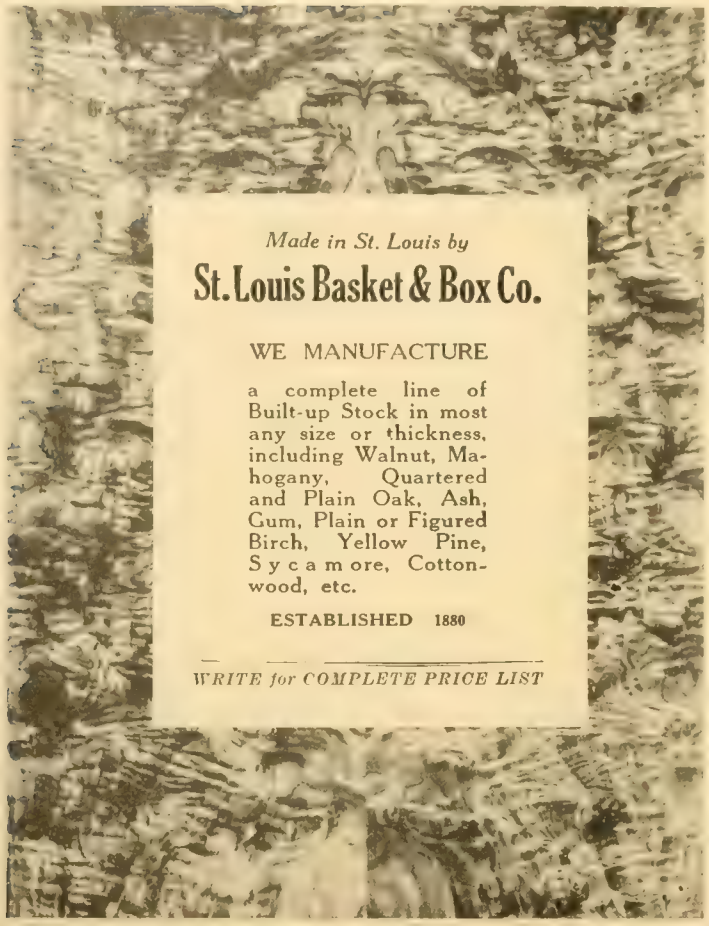
Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.



Veneer and Panel Committee Is Busy

E. R. Morrison, one of the members of the war service commission of the veneer and panel industry, sends in the following interesting information covering the work of that committee:

The war service committee of the veneer and panel industry reports great success in the work it has undertaken. There seems to be a disposition on the part of every manufacturer to come in and not only do his bit but do his level best to aid the government in winning the war. There is also a fine spirit of co-operation shown in the different departments at Washington.

Mr. Lord and Mr. Gorham have been called to Washington to take up matters of vital importance to the work in hand by prominent government officials.

However, there seems to be some misunderstanding as to the scope of work it will be necessary for the panel and veneer manufacturers to do in the aircraft division alone. The figures are so large that they startle one and it is earnestly urged that every manufacturer, no matter how large or how small, send his name, unless he has already received a questionnaire, to the War Service Committee, 1500 South Western avenue, Chicago, Ill.

From a standpoint of self-preservation alone, if one can be lacking in patriotism at this time, every manufacturer should join this committee. If they do not take care of the government needs, manufacturers in other lines will, particularly the lumbermen of the south, who own their own stumpage. They may install veneer machines to handle the government orders and it is quite evident that the lumbermen are fully awake to the seriousness of the situation. This might not interest the industry at this time, but if these lumbermen equip their plants to handle the work, they will become very strong competitors after the war. However, an appeal to your selfish interests at this time is not to be considered. It is up to everyone to give every aid to the government for patriotic reasons alone.

The idea of doing your bit is not going to help very much. That was the slogan that England started on and England was almost whipped before she discovered that doing one's bit would not win the war. When they awoke to the seriousness of the task, they knew that it meant devoting every effort, all its energy, doing its utmost, and now we are on the road to victory.

The members of the committee are devoting their time to this work without remuneration, and in a spirit of enthusiasm. The work has grown so tremendously that it demands the attention of two or three of the committee at all times.

The expense of the office, in which a growing force is required, is taken care of by a small assessment levied upon the manufacturers according to the amount of their output.

Perkins Glue Company Wins Out in Final Appeal

The following decision has just been handed down by the U. S. Circuit Court of Appeals covering suit of the Solva Waterproof Glue Company. The case was tried before Circuit Judges Kohlsaat, Alschuler and Evans. Judge Kohlsaat delivered the opinion.

The case was originally decided by the district court in favor of the Perkins Glue Company in June, 1915. An appeal was taken which was argued in January, 1917, and has just been decided. The court of appeals criticises some of the ways of claiming the invention that were brought before it, and reverses the lower court as to them, but it sustains as valid and infringed the claims for the Perkins glue as a product and for the process by which the Perkins glue is made.

The Court held that the Solva Waterproof Glue Company, the Burch-Kane Company and Burch and Kane had infringed, although they had merely sold the dry glue material and left their customers to make it up into Perkins glue.

The decision makes it clear also that the manufacturer who mixes up such dry glue material into Perkins glue and uses it is liable as an infringer.

The following are excerpts from U. S. circuit court of appeals opinion:

The question is thus narrowed to the following propositions: (1) Was the glue of the patents new? (2) Does the process constitute a valid invention?

It is true (1) that the adhesive of the prior art patents, although adverted to in those patents as glue, was never placed on the market as a substitute for animal glue or otherwise; (2) that prior to the patents in suit, while its location on the line of starch adhesive products was pointed out, nobody actually rescued the glue of the patents from its undeveloped state.

From the evidence it appears that there was a demand on the market for starch glue as good as animal glue and suitable for veneering, and that appellee had built up a large business in that article; that the claims of the prior art patents, except the Brueder French Patent No. 114,978, aforesaid, all were in fact limited to pastes, sizings, mucilage and other weaker forms of adhesives; that appellee's process was not so evident as to be discovered by appellants without subsidizing appellee's employees; that there seems to have been great difficulty in getting at the correct formula; that Perkins labored years to get the latter just right; that, as stated by his expert, Carmichael, "He proportioned the various steps to one another according to the selection of raw material, in the conversion of the raw material and in the solution of the material, being particular about the various sub-steps by which, in the main step execting the solution, he obtained a uniform and homogeneous product." All these, considered in connection with the presumption arising from the grant of the patent, lead us to hold, though with some hesitation, that the claims covering the finished glue product as well as the process claims for that article are valid and should be sustained.

We hold that appellant, the Solva Glue Manufacturing Company, was a contributory infringer of the final product and of the final process. The rule of law in such case is that one who makes and sells one element of a patented combination with the intention and for the purpose of bringing about its use in such a combination, is guilty of contributory infringement, and is equally liable with him who organizes the complete combination.

Hydraulic Press Company Moves into New Building

The Hydraulic Press Manufacturing Company of Mt. Gilead, Ohio, reports the completion and occupancy of its new factory. The new building puts the company again in full operation. The new equipment represents the most advanced types of metal working machinery available and is especially adapted for the building of hydraulic presses, pumps and valves.

THE AMERICAN ARMY ARRIVES

The Kaiser stands on stormy banks
And casts a curious eye
Across the fields where planes and tanks
Spread over earth and sky.

He says to Hindenburg, says he:
"I guess we better scoot
Before dot million men we see
Come close enough to shoot."

"Yourself und Gott iss strong enough,"
Von Hindenburg replies;
"Shvell up your chest und give a puff
And blow dem back like flies."

"Puff and be damned," the Kaiser spoke
In wrath; "Now vot's der use
To make dis business out a joke,
Ven hell iss all broke loose?"

MAHOGANY LUMBER

About ten carloads 1″ No. 1 Com., also other thicknesses and grades of

MEXICAN & HONDURAS
MAHOGANY
dry enough to put in a kiln with safety.

If at any time we can serve you better by telegraphing kindly wire at our expense.

We are carrying a nice stock of SAWED VENEER, 1/8″, 3/16″ and 1/4″ Mexican; also several MILLION feet of SLICED 1/24″ and 1/28″ Mahogany, and AMERICAN WALNUT veneer ranging from plain to highly figured. May we send samples to you?

HUDDLESTON-MARSH MAHOGANY COMPANY

2254 Lumber Street
CHICAGO

33 West 42nd Street
NEW YORK CITY

A Modern Machinery Plant

A machinery plant, modern in every detail, where every consideration is given to the comfort and convenience of the men, is that of the Philadelphia Textile Machinery Company, manufacturer of the well-known Proctor dryers, used in the veneer industry. The plant is located on high ground at Sixth and Tabor road, Philadelphia, where the workmen are surrounded by fresh air, light and sunshine, and the most healthful conditions. This requisite has really been foremost in the minds of the executives, as they contend a satisfied, healthy employe is always a paying asset in maintaining production upon a proper scale and of the highest grade work.

The buildings are rather of a colonial type, brick and concrete. A large and spacious building of two stories is devoted to the offices of the firm, with private reception rooms, conference rooms, etc., on the first floor. On the second floor is a large, well-lighted drafting room, with windows on all four sides, and drafting tables placed at the windows. Venetian blinds are used which, while shutting out the glare of the sun, will admit perfect light for the men's work. This department also includes a dark room with every facility for photographic work and a blueprint room with an electric blueprinting machine. In the basement of this building is a large vault in which are preserved the important papers, contracts and records, and also the various supplies for the offices. The Taylor system is used here for keeping track of these various stocks in a systematic manner, preventing confusion or uncertainty as to supplies.

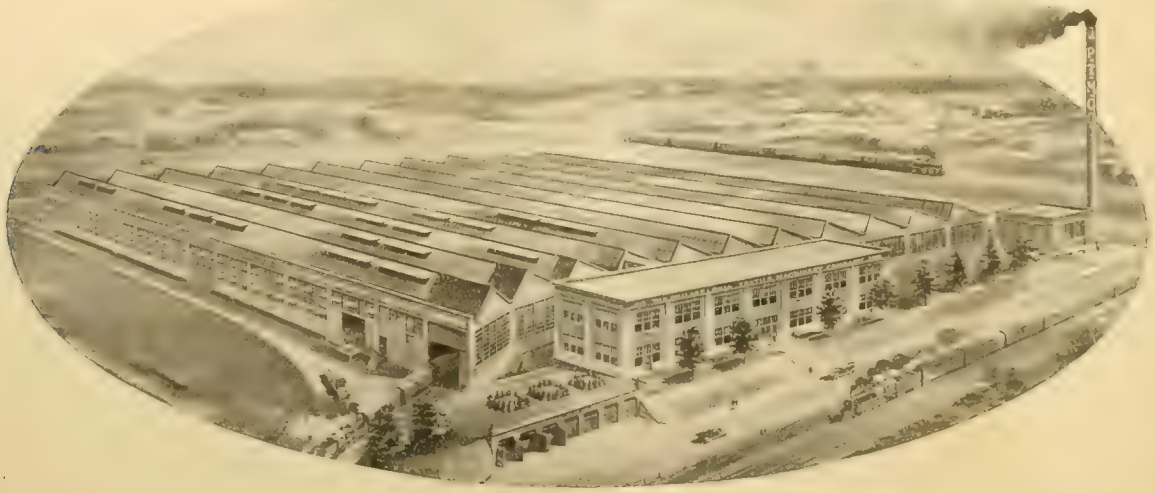
The manufacturing plant proper is a building 270x280 feet. Located upon the Philadelphia & Reading railroad there are excellent shipping facilities. A siding 280 feet long runs into the plant for its full length and thus permits the loading and unloading of machinery indoors. A track scale of 100-ton capacity is installed for weighing shipments, while a two-ton traveling crane is placed over the siding to handle the heaviest loads with the greatest ease.

The floor of the shop is laid with hexagonal wooden blocks treated with creosote; one side of the block is shorter than the others, which is designed to preserve an even pressure and to prevent the blocks from being forced upward and presenting an uneven surface. This type of floor has been found to be very easy on the feet of the men. The building is one story in height with a saw-tooth roof with skylights. The glass sides of the building, in conjunction with this skylight, insure plenty of good, natural daylight distributed in such a way there are no shadows in any part of the building. The roof is without horizontal cross beams in the clear, which also insures perfect lighting and no interference from above with handling heavy materials.

Everything in the manufacturing operations of the plant is planned in a most systematic manner. As the materials are unloaded on the receiving platform at the one end of the plant they are stacked in the proper bins at that end; from these points they are routed down the floor of the shop on one side through the various stages and brought back along the other side where the various finished parts are assembled and the machinery put together for testing before being taken apart for shipping. The equipment of the shop is of the latest improved types, of the most complete character for handling the varied operations entering into the construction of the machinery. In the center of the shop there is what is known as the planning room, where the various jobs are routed as they come in and are listed under the name of the man in charge of that particular work until it is completed, when another job is assigned to him. This method enables the men in charge of the various departments to know exactly how the work is progressing, while it also facilitates production by providing each man with specially assigned work.

Among the features of this modern and complete shop is an enclosed room for the emery grinding machinery, equipped with suction tubes to remove the dust as it flies from the wheels; another is the installation in various parts of the floor of filtered drinking fountains. Three service rooms are placed at convenient spots in the shop, while in one corner of the basement is a locker room, with wash room, and also shower rooms; a lunchroom, where meals are provided at a low price. A large bulletin board is installed for important announcements for help.

An experimental department is also a feature of the shop, where the company is ever trying to improve its equipment. Tests are being conducted of the various types of dryers built by them, and the effects secured under varying conditions, with every facility for recording the most delicate changes of temperature or atmospheric conditions. A systematic method of storing materials and parts until required is adopted, which prevents any lost time because of delay through depletion of needed supplies. The plant is operated by electric power, leased from a public utility company. However, a small power plant is installed for heating and steam for experimental work. This is equipped with a 250-h. p. Badenhausen boiler.



MODERN PLANT OF PHILADELPHIA TEXTILE MACHINERY COMPANY.

The efforts of the company to provide for the convenience and comfort of its men have thus been rewarded; it is confident that this new and modern plant, with its skilled and satisfied labor, must needs be reflected in its product, which must necessarily secure a still greater efficiency for its customers.

Philippine Mahogany

Woods are being marketed in the United States under the name Philippine mahogany. Though no true mahogany has yet been found in the islands, those bought and sold as such are both beautiful and useful. The boundary line between certain trees that are mahogany and certain others which are not, is so uncertain that abundant ground for controversy exists.

The two Philippine woods which most frequently sell as mahogany in the United States are red lauan and tanguile, both belonging to the shorea genus. These names mean little to the people of this country. In the Philippines red lauan is chiefly used for light and temporary construction, concrete forms, dugout and other light boats, interior finish, flooring, dry measures, and cigar boxes. It is not durable when exposed to decay, and in the Philippines is liable to attack by boring insects. In color it is pale red to dull reddish brown. In weight it ranges from light to moderately heavy, soft, coarse, straight-grained, and easy to work. Trees attain large size.

Tanguile has practically the same uses in the Philippines as red lauan, and is similar in durability, but its grain is firmer. It is easy to work. In some regions it is abundant. At home it sells at from $30 to $40 a thousand.

As far as reports have been made, these woods have given general satisfaction where they have been used in this country. The colors of the wood of tanguile differ among themselves in a remarkable degree, in different parts of the islands. Apparently local soil and climate control the color. Some is bright clear red, other pinkish brown.

(Continued from page 27.)

of dollars' worth of foodstuffs and other commodities from outside sources. He believed the association would help in checking this import movement into the Southern States despite the labor situation and other handicaps.

He declared that if the men remaining at home work 28 minutes longer per day than heretofore, they would more than offset all the loss of labor resulting from voluntary enlistment of thousands and the drafting of hundreds of thousands of men into the United States army. He also advocated introduction of machinery that would enable one negro left behind to do the work of two who had gone to the front.

Governor Brough also strongly favored drainage, saying that it had increased the value of cultivated lands 66, and of uncultivated lands, 69 per cent, and that it had also increased the rental value of cultivated lands 59 per cent. He urged elimination of cattle tick and said that Arkansas was following the lead of Alabama and Tennessee in this and that it had imported 15,000 head of thoroughbred cattle within the past nine months. He also strongly advocated the establishment of experiment stations to deal with crop rotation, seed selection and other practical matters, and expressed the conviction that the flood-control bill had settled the flood problems of the alluvial lands of the Mississippi valley. He believed strongly in federal appropriations for levees, declaring that "if the government is justified in spending millions of dollars for reclaiming arid lands of the West and Southwest, it is more than justified in spending millions to prevent overflow of the alluvial lands, the richest in the world."

Governor Brough discussed the "Dawn of a New Constructive Era" in its larger aspects as applied to the war. He said official Washington believed the present world war would last a minimum of three years, and possibly five to ten years. He said Germany, in some respects, was stronger than three and one-half years ago, notably in the foodstuff area she controls and in the resources she is getting from occupied territory in the way of minerals and other essentials, but he predicted that the allies and America would win a glorious victory. He declared that Germany was the only nation in the world that had organized for war and that had taken stock of its man power, but that the questionnaires now being filled out throughout the United States were not for the purpose of securing men for the army, but for the purpose of taking a census of the man power of this country so that men might be assigned to the work to which they were best suited, thus eliminating "round men from square holes" and "square men from round holes." He believed that the inventive genius of the American nation and of the allies far surpassed that of the central empires and told the association that a bomb had been invented by a Pennsylvanian that would destroy everything in an area of half a mile and that Edison had a new device for combating submarines. He arraigned German "Kultur"—K for kill, U for U-boats, L for lies, T for treachery, U for unfaithfulness and R for ruthlessness—and told of the prayer the Germans were wont to pray looking to their world supremacy through the destruction or subjugation of their enemies.

"We will win through the very genius of the American government," he declared, "but the war will not be won by any single battle or any series of battles, but only when the war has been brought home to the German people and they have been given some inkling of what force and frightfulness and ruthlessness and inhumanity and cruelty mean as applied to themselves."

He urged that American business men support the government by buying Liberty bonds and war thrift stamps and in contributing to the Red Cross and other patriotic funds, and thus help to overthrow the militarist party in Germany and to bring about the dawn of a new constructive era of "Peace on earth, good will to men." He also emphasized the fact that there were only 25, and, in some instances, only 15 per cent of the alluvial lands of the Mississippi valley in cultivation, and that by cultiyating all of these lands and developing them as they should be, the food problem now confronting the allies could be solved, another long step in the direction of hastening the dawn of this new constructive era in its larger and broader and weightier aspects.

Governor Brough received a tremendous ovation when he had finished.

Prof. J. W. Fox, Scott, Miss., one of the most able agricultural experts in the South, told members of the association that they had the richest lands in the world—lands that would, with proper treatment, remain unimpaired as to fertility and productiveness for a hundred years—and that, if they lived on their properties, farmed them with intelligence, used up-to-date methods, intensive cultivation and seed selection, they had nothing further to fear from boll weevil.

"I do not believe that any of us realize the richness of delta lands," he said. "These alluvial lands in the Mississippi valley represent the greatest farming area in the world because they have more plant food—lime, phosphate and potash—than any other section in the United States. Their texture makes them susceptible to good farming and they respond readily to cultivation. But the thing that makes them greater than anything else is the fact that, by rotating crops—planting corn and peas each year on one-third of any given tract—you can farm it one hundred years and still have it as rich as when you began. And this process itself is profitable because the rotation crops can be sold at good prices, a condition not true of lands in the Middle West which are worth $150 an acre.

"I have had seven years' experience with boll weevil. I made no predictions before I had experience with them, and I do not now want to minimize the boll weevil menace. It is pretty severe. I have seen land reduced from $150 per acre to $30 to $40 per acre, which shows the fearful havoc of which they are capable. But this havoc was all unnecessary, was caused by panic and was inexcusable. Where bankers have stood by the farmers they have weathered the storm. All lands in Washington and Bolivar counties, Mississippi, were for sale a few years ago at any price offered. Fortunately, however, there was a little 'bucking up,' and the people of those counties are now prosperous, with their lands selling higher than ever before. Boll weevil have stimulated planters to extra efforts, to extra energy, to extra intelligence in the preparation of the soil, in seed selection and in many other directions, and they are now raising as much as they ever did on their lands.

"I believe that, after boll weevil have been present a few years, the damage they do becomes less, a fact which is attributable in part to the multiplication of their enemies, chiefly red ants.

"My advice is to get your fields large, because if you do there will be practically no weevil. They hibernate in timber on the edge of the fields. If we clear out the big timber we will get rid of weevil. It will take a large investment to do this, but where can you spend your money and get better returns?

"In this connection I wish to say that I have no sympathy with the owner who holds cut-over lands. He ought to put some of his money in the development of these lands or he ought to sell them to someone who will. It is a 'burning shame' that so few of these lands are in cultivation.

"My message to you is that no farmer who works his land, lives on it, gives it his personal attention and pushes cultivation, has anything to fear from boll weevil. A poison has been discovered by the government that will destroy boll weevil and we have already bought large quantities of this for our plantations in Washington and Bolivar counties, as well as the machines for its application. I do not believe, owing to the severity of the winter, that weevil will do much damage this year, and *we do not expect to lose a single bale of cotton from weevil* the coming season. But if they do return, I believe the poison both effective and practical."

Bolton Smith, of Memphis, said the labor question, levees, malaria and proper housing of employes in summer were some of the problems to be solved in effecting development of cut-over lands.

He believed that the labor problem would be greatly simplified by more careful consideration of the interests of employes, with particular reference to their welfare and education.

He thought the levees would be taken care of properly and that they would afford ample protection if the plans of the United States engineers were followed.

He advocated destroying all malaria bearing mosquitoes, especially in houses, in handling the malaria problem, as well as drainage.

In connection with proper housing, he suggested that the association have plans drawn for a two-story house for employes, with the upper finished as an open-air bedroom for use during the hot weather. He did not believe effective labor could be rendered by men, women or children unable to secure refreshing sleep.

S. E. Simonson suggested that a resolution be adopted appealing to congress to exempt from taxation all profits on alluvial lands turned back into the development of uncultivated lands. It was left to the governing board to determine what, if any, action would be taken on this subject, especially as it seems that the proposition is not in high favor with those in control of legislation at the national capital.

The Traffic Meeting

"Lumber Week" in Memphis was formally inaugurated on Tuesday, January fifteen, when the Southern Hardwood Traffic Association held its fifth annual at the Hotel Chisca. Although the weather throughout the country interfered seriously with transportation, there were more than 115 lumbermen present when President Stark called the meeting to order and extended a welcome to them immediately following luncheon at 1 p. m. More than 50 members were absent because of inability to reach Memphis. Among the number was Edward A. Haid, of St. Louis, one of the attorneys of the association, who was scheduled to speak on the subject of "War Taxes on Freight Rates."

The committee on elections, George C. Ehemann, chairman, reported that the old officers had been re-elected, January 8, as follows: James E. Stark, president; R. L. Jurden, first vice president, and Frank B. Robertson, second vice president. He also reported that the following three-year directors had been chosen at the same time: R. J. Hackney, W. H. Russe, William Pritchard, Elliott Lang and Walker Wellford, all of Memphis, and George Land, Lamb-Fish Lumber Company, Charleston, Miss., and S. H. Swenson, Archer Lumber Company, Helena, Ark.

President Stark, in his address, expressed his admiration of the spirit of loyalty and co-operation shown by the members, the board of governors and the office force of the organization and declared that this was largely responsible for the successes of the year. He believed the most effective service rendered the members, aside from handling rate and other cases before the Interstate Commerce Commission, had been in seeing that cars were supplied for the handling of inbound shipments and outbound loading. He thought the "evolutions in the transportation world" during the year had given the association an excellent opportunity of proving its worth and insisted that, whether the government continued to operate the railroads for an indefinite period or whether they were to be turned back to private owners, the organization would prove absolutely necessary in seeing that the industry and the territory represented by this association were treated fairly and impartially. He asserted in this connection that there was "no traffic association that had ever made itself a more potent factor in transportation and that is more generally recognized for its impartial and constructive attitude before the Interstate Commerce Commission, the railroad managements and its members, than this association." In proof of the latter he pointed to the gain of thirty-nine members during the year, without loss of a single old one.

He mentioned the issuance of a "concise, accurate and comprehensive" rate book as one of the accomplishments of the year and as one of the instrumentalities for securing new members. He said the scope of the work of the association had been enlarged through the opening of a branch office at Helena, Ark., and that the association had under consideration the establishment of still another office. He advocated broadening the field covered by the association "so as to represent all operators in what is known as the Mississippi Valley and Southwestern territory," and also believed that a booking department should be inaugurated for export shipments, not only with a view to facilitating the handling of export business after the war, but also with a view to greatly reducing the rate of such bookings or charters. He believed the time opportune for tendering the services of the association to the director general of the railroads of the United States "in handling the transportation of forest products in this territory," and recommended this course.

In conclusion he said that, if the members continued to display the same spirit of co-operation that had heretofore characterized them, there was nothing they could not accomplish.

The report of Secretary J. H. Townshend consisted of eight closely

F. B. ROBERTSON, MEMPHIS, SECOND VICE-PRESIDENT.

J. H. TOWNSHEND, MEMPHIS, SECRETARY-MANAGER

GEORGE LAND, CHARLESTON, MISS., DIRECTOR.

typewritten pages covering in detail the operations of the year. From this are selected the following principal accomplishments:

First: Saving the members thousands of dollars through securing suspension for fifteen months of the proposed tariffs increasing rates from southern producing points to destinations in Central Freight Association territory and through securing effectiveness of the advance two months after it was granted by the commission, thus enabling members to ship out a great deal of stock that would have otherwise been penalized.

Second: Defeating the efforts of the carriers, in the 15 per cent horizontal advance in freight rates, in having these rates become effective July 1 and saving 41 members of the association $191,747 in freight bills; also in having the commission hand down a decision denying this advance as to commodity rates.

Third: Effected a compromise settlement by which free time on export shipments was reduced from 10 to 7 days.

Fourth: Convinced Arkansas railroads that an advance of 15 per cent in rough material rates in that State was not justified.

Fifth: Made certain recommendations to the Interstate Commerce Commission in the case involving reclassification of lumber and lumber products and succeeded in having the examiner recommend to the commission adoption of the principle of "varying rates for varying minima." In this connection, Mr. Townshend stated that the larger lumber organizations and the carriers were in favor of abandoning the investigation in the reclassification case, but he recommended that the association press for an early decision.

Sixth: Pleasing Louisville members through the excellent service rendered by the branch office at that point, in charge of R. R. May, and rendering excellent service to Helena members through the branch office opened in that city September 1, in charge of J. A. Koehler.

Seventh: Bringing pressure to bear on congress for remedial legislation that would enable the railroads of the country to be operated as a single line and that would render the transportation situation adequate for the needs of the country, and in having thousands of cars sent from the congested Eastern territory to the South for loading with lumber.

Eighth: Securing information by every means possible that enabled the association to know just what were the needs and the deficiencies of its members in the way of cars and putting the organization in position to forecast periods of plentiful car supply as well as periods of exceeding car scarcity, so that they might know how to conduct their business and handle their shipments.

Ninth: Issuance of the rate book, distributed at $20 for the first copy and $10 for each additional copy, and greatly increasing the number of points covered, thus keeping it up to date.

Tenth: Secured a reduction of 20 cents per hundred pounds on minimum of 60,000 pounds to Pacific coast points and appeared before the commission, with promise of success, in opposing the proposed increase of Pacific coast rates to 75 cents on 60,000 pounds and to 80 cents on 40,000 pounds.

Eleventh: Defeated efforts of the Rock Island to cancel through rates from stations on its lines in Arkansas and Louisiana to Pensacola and had lower rates published from points on the Illinois Central and Yazoo & Mississippi Valley roads in Mississippi to Mobile and Pensacola. In this connection Mr. Townshend stated that it is the intention of the association to continue to press the carriers for establishment of equitable rates to the various ports in order that, when the war ends, members may have in effect such rates as will insure their commodity reaching the ports without undue disadvantage.

Twelfth: Prevailed upon a number of carriers to publish through rates to consuming territory in Carolina.

Thirteenth: Collected claims of $36,420.02 out of a total of 59,042 and carried over claims amounting to $32,741.83 to be collected. It returned as uncollectible claims amounting to only $2,640.72.

Fourteenth: Gained 39 members in 1917, compared with 27 in 1916, making a total membership of 151.

Fifteenth: Saved thousands of dollars to members by handling various minor complaints, rate adjustments, trackage agreements, switching problems and other matters.

Sixteenth: Put F. B. Larson in charge of embargoes and informed the association so that it is "better equipped than any other association or railroad in the South to tell what embargoes are in effect and what are not."

In conclusion Secretary Townshend thanked the members, the governing board and President Stark for their support and co-operation, and paid a tribute to the ability and faithfulness of the office force, consisting of five traffic experts and four stenographers.

The report of the treasurer, Elliott Lang, showed that, after enjoying receipts of $29,636.94, the association had a fair working balance with which to begin the new year. Under the head of receipts, the biggest item was $20,683.39.

W. A. Ransom, chairman of the membership committee, confirmed the gain in membership reported by Secretary Townshend.

R. L. Jurden then submitted a resolution tendering the services of the association to William G. McAdoo, director general of the railroads, it being felt that the association has services which will greatly aid the government in expediting freight movements. The resolution was unanimously adopted.

J. V. Norman did not believe government control would solve all the problems of transportation, but that it would help greatly. He believed it would be successful, and that if this proved true, there would never be a return to private ownership and separate operation of the railroads. He thought the outcome of government operation would depend primarily on two things: The ability displayed by Director-General McAdoo and his assistants, and the loyalty of officials and employes of the railroads. He regretted that Mr. McAdoo had chosen so many men who were not only opposed to government operation but who also opposed government regulation, and that he had not chosen a single assistant to represent the interests of shippers. He assumed, however, that the railroad officials and employes would rise to the discharge of their responsibilities in the present national crisis just as other big men are doing, and then outlined the advantages that would follow under government operation, as follows:

First: A car will be a car without regard to the name on its side and, like the Arkansas traveler, will be at home wherever it may be.

Second: Locomotives will be sent wherever they can be used to best advantage, without regard to ownership, thus insuring equitable distribution of motive power.

Third: The two-line haul, with its higher rate than the one-line haul, will be completely eliminated, much discrimination will be removed and rates will be leveled.

He summarizes the economies from government operation in this way:

First: In terminals, which will be operated as a unit in future at greatly reduced cost to shippers and large saving to the carriers.

Second: In high salaries. There will be no more instances of presidents of eastern roads drawing $100,000 from the parent corporation and $25,000 each from four subsidiary companies, and there will be no more soliciting freight and passenger forces.

Third: In handling freight by the shortest and most direct *available* route. He asserted in this connection that there is a vast distinction between the shortest route and the shortest available route, and that observance of this difference would prevent the congestion heretofore developing through use of short routes without regard to whether they were open or not.

Fourth: In eliminating duplication of passenger service, letting two or three trains between given points do the work eight to ten had done before.

Fifth: In elimination or great reduction in downtown ticket offices.

Sixth: In ability of the government to borrow money for improvements and equipment at lower rates than any corporation could do, however strong. He declared that this furnished an excellent opportunity to lumbermen, since many cars would be bought and since wood would have to be used, no steel being available.

Seventh: In rendering possible commercial use of tree-tops and other forest products not heretofore profitable because of prohibitive freight rates.

Under disadvantages, he said that shippers would lose the right to route their own shipments, that they would have to pay higher

demurrage charges and that they would not receive the personal attention they had previously received from railroad men to their troubles and worries.

The greatest danger, in his opinion, in government operation of the railroads, lay in granting authority to fix rates and charges. He said that Director-General McAdoo claimed such authority now, but that he could find no warrant in law for such and that he did not believe it would ever be granted.

He urged continuance of the Southern Hardwood Traffic Association, declaring that there had never been a time when it could be so valuable to its members in keeping them informed and in protecting their interests as now, and declaring still further that the government needed this organization. He particularly emphasized that government control opened the way for the settling of problems and issues which have hung in the balance for years, and he likewise emphasized the very high regard in which the association is held by the Interstate Commerce Commission because of its constructive attitude.

Summing up, he gave the members the following injunction:

First: See to it that there shall be no return to separate ownership and that the railroads of the country shall be operated as a unit.

Second: See to it that those in charge of the railroads shall never have the power to fix rates and charges without public hearings.

Third: Maintain your association for your own good and for the good of the government.

Mr. Norman declared that there were many worries and many losses ahead of the lumbermen, but he urged that they bear these without flinching and without complaint. He asserted that "Germany had to be beaten on the sacred soil of France or she had to be beaten in the United States," and that, if she were not beaten, none of the things heretofore counted worth while would mean anything. He therefore urged that the lumbermen support the government in every possible way and that they be ever on the alert to stamp out sedition and treachery in their own communities and to defeat the propaganda of the pacifists. He believed that he mistook the measure of the patriotism, loyalty and manhood of the members of the association if they did not rise to the heights demanded and if they did not forget dollars and profits and material things in supporting the men who have joined the colors and offered up their lives as a supreme sacrifice on the altar of their country in order that liberty and democracy and freedom and civilization might be saved from overthrow at the hands of the Prussian bayonet

"We must win the war, else we are lost."

Such a burst of applause greeted him when he had concluded his address that he had to rise in acknowledgment of the ovation.

President Stark announced the following auditing committee: D. F. Heuer, chairman; J. S. Williford and LeRoy Halyward.

It was unanimously voted that the association appeal to the Interstate Commerce Commission for an early decision in the case involving reclassification of lumber and lumber products, 8131; that the commission be asked to adhere to the principle of varying rates for varying minima, and that counsel be employed to argue this case before the commission. Following adjournment of the regular meeting the board of governors employed Mr. Norman to represent it in this hearing, which came up at Washington January 18.

Under the head of "General Traffic Discussion," Mr. Townshend informed members of the association that all priority orders had been withdrawn and permits for shipments must be secured from the director-general.

He also told them that dunnage allowances were wholly inadequate, but informed them that the ruling issued by the Illinois Central requiring that all lumber shipped in open cars should be bulkheaded, had been modified so as to apply only to dressed lumber.

Mr. Townshend also said that he had called on members of the Interstate Commerce Commission and on Representative Sims of Tennessee during a recent visit in Washington and that they had advised him that they were in sympathy with the abrogation of the safety appliance act so as to enable lumber firms owning equipment to use this on the main lines of the railroads with a view to relieving shortage of equipment for handling logs to their mills.

On motion of W. B. Morgan, Morgan Veneer Company, President Stark requested Mr. Townshend to ascertain as soon as possible the attitude of the government toward terminal switching charges under the regime of government control. Mr. Morgan added that all the railroads in his territory were still charging their usual rates for terminal switching services.

The question of canceling present transit arrangements on raw material to permit manufactured product to move out over any road without regard to originating carrier was left to the board of governors to handle.

At the meeting of the governing board following adjournment, Elliott Lang was re-elected treasurer and J. H. Townshend was chosen to succeed himself as secretary-manager.

Operations Seriously Menaced

Logging and manufacturing operations are at practically a complete standstill in Memphis and the Memphis territory.

The mills, despite the telegram sent to Washington by the newly organized American Hardwood Manufacturers' Association, pointing out that the manufacturers of lumber produce large quantities of fuel wood, in the way of slabs and other refuse, which is essential to the welfare of large numbers of people in the mill districts, are requested by the fuel administrator to observe the suspension rule until the five-day period closes. They will not be able to overcome the handicap of the most serious weather experienced in the Mississippi valley in a generation or more. The ground is covered with snow and ice to the depth of more than a foot as far south as Clarksdale, Miss., and Tutwiler, Miss., and some of the larger companies attempt to make no secret of the fact that, if all the coal in the world were available and if there were no fuel order in the way, it would be impossible to get the necessary labor to move the output of the plants from the saw under present weather conditions. And, what is perhaps the most unfortunate phase of the situation, there is no prospect of any letting up in weather severity. It is snowing again at Memphis on top of the present covering of 12 to 15 inches, on the level, and the long distance forecast holds out no hope for early amelioration.

There is not a mill running in Memphis and it is doubtful if any of them will be able to operate, except in a most limited way, for a number of days, even if the weather itself should get materially better. For, in addition to the fuel order and the weather, they have very few logs and little prospect of getting any in the immediate future. J. W. Dickson, president of the Valley Log Loading Company, in discussing this phase of the situation recently, said:

We are confining our loading operations wholly to the territory south of Clarksdale and Tutwiler, Miss., and are shipping logs only to mills in that part of the valley region. We are not loading a single car for industries at Memphis. This ban has been placed on Memphis because of the enormous congestion of freight tied up here through embargoes which prevent it from moving to destinations north and east. There are more than 200 cars loaded with logs on the yards of the railroad companies in Memphis, but they cannot be delivered to the mills until the congestion, behind which they stand, has been relieved, and no more cars will be loaded for this city until these have been delivered to the mills. Futhermore, because of labor and weather conditions, Memphis mills cannot operate any way and the 200 or more cars already in the city will be sufficient to engage them for some days after they are able to resume operations. We are working two of our log loading machines in the territory indicated. The other is idle. The last is true of the loading machine on the Memphis-Marianna cut-off of the St. Louis, Iron Mountain & Southern.

It goes without saying that, under present weather conditions, it

is impossible to accomplish anything in the way of either cutting or hauling logs to the rights of way of the railroads. This phase of the situation, however, is compensated for to a certain extent by the fact that there are millions of feet of logs already on the rights of way. Stoppage of logging, however, must naturally have a serious bearing on the log supply for the future when present handicaps to manufacturing operations no longer prevail.

River transportation of logs is at a complete standstill. Steamboats in the local harbor are all ice-locked at present and are threatened with serious damage from the breaking up of the ice and from the heavy floes that will result. None of the craft operated by lumber interests for the handling of logs to their mills is being used at present, and indications are that it will be some time before any of these boats or barges can be operated again.

The supply of cars for handling outbound shipments of lumber is reported materially larger than had been the case for some time. These are being placed on sidings at plants operated by lumber companies, and they are being loaded with lumber and forest products as rapidly as possible. They will thus be ready for moving quickly when the present congestion is broken up and when the embargoes now in force are raised. According to J. H. Townshend, secretary-treasurer of the association, there will be a larger movement of lumber when these conditions exist than has been the case for a long while. At present, however, all destinations in the territory north of the Ohio and Potomac rivers and east of the Mississippi are embargoed, as well as those in Western Trunk Line territory reached through the gateways at Chicago, St. Louis or Cairo. The only open outlets are those in the West, the Southwest and the Southeast and the ports.

The Southern Hardwood Traffic Association has received a message from J. V. Norman, attorney of the association, now in Washington, stating that the fuel administrator gives logging roads the right to use fuel. This was sent in response to a request for information by the association, but, in view of present weather and manufacturing conditions, the favorable ruling does not tend to help matters very much.

Readers of the HARDWOOD RECORD are doubtless familiar with the fact that a new priority order has been issued, prohibiting the use of open equipment, with the exception of flat cars, for the handling of anything but fuel.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

A statement covering the work done by the Aircraft Production Board was issued January 22 at Washington by Howard E. Coffin, chairman of the board. A summary of his report follows:

The appropriation of $640,000,000 in July, 1917, marked the beginning of government aircraft history in this country.

About half of this amount was for the purchase of aircraft, and the remainder for the building up and maintenance of an air service personnel greater than that of our entire standing army of a few months before.

More than 100 men were sent to Europe to study methods there. The policy of aircraft development mapped out for this country was sevenfold and is as follows:

1. The United States to establish and maintain a system of training stations, to provide preliminary training.

Twenty-four training stations were authorized under the bill. Nine ground for the training in flying were planned. Both lines of work have been completed. More than half of these training stations are already in full operation, and the others are under construction.

2. To accomplish an international standardization in aircraft materials, in detail of design and types, and to achieve such co-ordination of effort as would concentrate the manufacturing facilities of the various Allied countries upon the minimum number of types of those machines for which the producing equipment was best fitted.

3. To construct primary training machines of quality and quantity. The production of training machines will be in excess of the needs of the program by January 20. The production of these machines has been behind schedule because of the necessity for supplying training engines from this country to meet Canada's considerable requirements and because of the difficulties of a sudden increase of a manufacturing industry inadequate to the task.

4. To provide, equip and train flyers and mechanics. This program is progressing exactly on schedule. Thousands of mechanics are being put into actual service with the allied forces. Trained men will be released as needed in the United States Air Service and their places kept filled with fresh material. Four of the northern flying schools have been turned into mechanics' schools during the winter months. American flyers are in training in the United States and abroad and it is probable that the original program for pilots will be increased. The personnel for such increase is already available.

5. To provide raw and semi-finished materials and finished parts, including motors, to insure the consummation of the augmented allied aircraft building programs.

This has been and is being done. All of the allied nations are in considerable degree dependent upon materials and parts shipped from the United States. It is vitally important that the American aircraft program be not permitted to interrupt this flow of materials to the allies.

6. To provide for the equipment of the American forces in France for the period of January to June, 1918, in large part by purchase of fighting machines manufactured in allied countries, and to supply the machine tools and raw and semi-finished materials necessary to insure their production.

One of the first acts of the aircraft board after the passage of the appropriation bill in July was to authorize the placing by General Pershing of orders for several thousand fighting machines in allied countries. This action was taken to insure adequate equipment of the American forces prior to June 1918, in case of expected delays in manufacture and shipment of American-made service planes. Many millions of dollars worth of materials and machine tools have been shipped from this country to aid this production.

7. To provide completed service machines, including combat and bombing types, for American need after July 1st, 1918, and for such shipment of the finished product overseas as tonnage might permit.

It was deemed advisable to provide for advanced training over seas adjacent to the actual theatre of military operations, but so energetic has been the work of the personnel division of the signal corps that the training facilities thus provided have been soon overcrowded, with resultant request that early arrangement for advanced training be made in America. To meet this change in program, delivery of advanced training planes will begin this month and within ninety days will have met requirements. The engines of foreign design for this advanced training schedule are already in quantity production in this country.

In discussing the accomplishments of the Air Service in the consummation of the army program, it will be well to point out the impossibility of certain proposals enthusiastically and persistently put forward by word of month and in the press. We have seen and heard much of the proposal of '100,000 airplanes" to be provided by the United States within the next year. In a country where one great industry produces a million and a half motor cars per year, the fabrication of a hundred thousand planes might seem easy, but actual figures based upon three years of practical experience in the war show that there are now between forty and fifty men of the auxiliary service required for each active machine at the front. If this same ratio should be adhered to in our service, it would mean that some four million men would be required in our aeronautical department on foreign soil between our ports of debarkation and the fighting front.

Even though this number of men could be reduced by fifty per cent by increased efficiency and standardization, the number required is still staggering. Consider, also, the overseas transportation problem as related to material only and without reference to personnel and its maintenance. The transportation of finished planes, properly crated, with the necessary spares, accessories and equipment is in itself a serious problem, in view of the situation in ship tonnage.

The feat of getting the twelve-cylinder U. S. A. or so-called Liberty engine, from the first scratch on paper in June to the beginning of production of quantity manufacturing tools in November, is one never equalled even among the spectacular performances of the American motor car business. In June, from one to three weeks were required to deliver a properly authorized contract to a manufacturer after all details of the negotiation had been settled. Today, a few hours only are needed.

New sources of supply, flying fields, the experimental laboratory and other activities, under the direction of the Board, have been purposely located west of the Allegheny mountains, in accordance with the stated policy of the military departments to remove sources of war supply "two hundred miles from the seacoast," and to avoid the labor congestion which exists in all eastern industrial centers.

Established plants of the motor car industry are being largely utilized in the program of aircraft motor production, but automobile concerns are not being employed in airplane construction. In general, the statement may be made that not a single automobile factory is in any way involved in the plane building industry.

Placing of Business Reported

Within the last few weeks contracts have been awarded for 71,000 army escort wagons, 25,000 carts and 1,000,000 wheels. Prior to that, last summer, 63,000 escort wagons were contracted for. Contracts have been let to 75 firms, it is reported.

The Southern Hardwood Emergency Bureau is organizing its members in different sections to be prepared to help the government on short notice. Subcommittees are being created to get information

from the members and keep the bureau here and the government advised where needed material can be obtained promptly. Committees are to be established in St. Louis and other cities besides those already organized, the chairmen of which are as follows:

J. W. McClure, Memphis; T. H. Brown, Louisville; E. A. Lang, Chicago; S. H. Swenson, Helena, Ark.; D. S. Watrous, Little Rock; R. H. Whitbeck, Alexandria, La.; E. O. Robinson, Cincinnati; E. K. Mahon, Huntington, W. Va.; E. M. Vestal, Knoxville, Tenn.; E. L. Davidson, Parkersburg, W. Va.; Fred Arn, Chattanooga; M. H. Massee, Macon, Ga.; W. M. Farris, Nashville.

Frank Neilsen of Minneapolis, who is in town, says that there are great quantities of walnut timber and lumber in the Middle West and other sections available for airplane propellers and other war production purposes.

The first annual report of the Council of National Defense, says that while it was not easy to secure adequate importations of mahogany for airplane propellers, due to lack of shipping, "the situation was clearly well in hand as long as black walnut and even birch could be used with success for propeller construction." Hereafter simply red cypress or tidewater cypress will be specified, it is understood, and not Louisiana red cypress.

The navy has also adopted the specifications and inspection system of various lumber trade associations in connection with lumber purchases for the navy, except certain special material like long planks, stock for boat building, etc. Several trade associations are making inspections of lumber for the navy under the improved purchasing plan worked out by W. M. Morford, lumber expert of the bureau of supplies and accounts. The National Hardwood Lumber Association's inspectors are making inspections where desired in accordance with government specifications.

Mr. Morford recently bought 5,500,000 feet of southern pine for overseas shipment for the navy. He is also buying 1,500,000 feet of cypress, 6,000,000 feet of fir, 1,600,000 feet of North Carolina pine, and various quantities of poplar, oak and other hardwood lumber. The navy has been letting contracts for portable houses to Burton & Co. and to a Michigan company.

Tests are being made by the shipping board and the steamboat inspection service of fir and spruce oars for the lifeboats on government vessels, with a view to substituting such material for ash, which has been universally specified by the government for oars for many years. These tests are the result of a shortage of ash, owing to the quantities needed for airplane and military vehicle construction.

Recent government lumber orders include 28,000,000 feet to the North Carolina Bureau for a new army cantonment for engineer troops at Belvoir, Va., the army proving ground at Aberdeen, Md., and Hog Island ship yard; 1,600,000 feet to the same bureau for additions to the camps at Columbia, Spartanburg, Greenville, Petersburg and Charlotte; 4,700,000 feet to the same bureau for the government filling plant in Maryland, 2,120,000 feet for Frankford arsenal, and 7,800,000 feet for construction work at Alexandria, Va.

Also 4,250,000 feet to the Southern Pine Bureau for the Italian navy, nearly as much for the Italian railroads, 3,500,000 feet for the British government purposes in France, and 20,000,000 feet for government barges.

Besides the new army camp at Belvoir and the big barge construction program, American lumbermen are to be called upon for material for other big government construction works. Notable among these are the powder factories at Charleston, W. Va., and Nashville, Tenn., which Thompson-Starrett Company is to build. It is estimated that many million feet of lumber will be needed for operations at Charleston alone, including the construction of a lot of dwelling houses for men employed in the government powder plant, projectile, armor plate, steel and munition factories.

With the munition plants scarcely under way, the government is reported as about to undertake the construction of storage warehouses at central distributing points for supplying army camps. Atlanta, St. Louis, Dallas and other places are mentioned as locations of these establishments.

The government housing operations are rounding into shape with the recent passage by the senate of a bill authorizing the shipping board to spend $50,000,000 on housing for ship yard employees and allotments already made by the board of $5,000,000 to the Bethlehem Steel Company for construction work near Sparrows Point, Md., and $1,500,000 to the Newport News Shipbuilding Co. for similar work near Newport News.

Big housing operations are to be carried on in and near Philadelphia and Camden, N. J., to accommodate workers at the Hog Island ship yard, and also at Newark, N. J., and Chester and Bristol, Pa.

Director Gifford of the Council of National Defense testified recently before a senate investigating committee that the council had saved $20,000,000 by having the cantonment plans changed from one story to two-story buildings, $2,000,000 on cantonment lumber in price regulation, and $2,850,000 on spruce for airplanes.

Lumber interests have been declared exempt from the Garfield coal conservation order to the extent that sawmills cutting ship schedules, ship yard material and airplane stock need not close down on the days specified.

However, other sawmills and woodworking plants were required to close even though they burnt no coal, but only mill waste. Water power run mills were also expected to close, the prime object of the order being to relieve the transportation situation by checking production temporarily.

The Reconsignment Case

The reconsignment case has been decided by the commission in a manner satisfactory to the railroads and to the Southern Pine Association, it is believed. The commission holds that most of the proposed increased reconsignment charges were justified by the carriers.

The official summary of the decision, giving some of the leading points at issue, follows:

Upon consideration of increased charges and changes in regulations affecting the diversion or reconsignment of carload shipments, proposed by practically all of the carriers of the country; *Held*:

1. Proposed charges of $2 and $5 per car for change in name of consignor justified to the extent that they do not exceed $1 per car.
2. Rule providing that if request is made for the diversion or reconsignment of freight in carloads the carrier will make diligent effort to locate the shipment and effect the desired service, but will not be responsible for failure to do so unless such failure is due to negligence of its employees, justified as a continuation of the rule now in effect.
3. Proposed charge of $2 per car for diversion or reconsignment in transit prior to arrival of shipment at original destination or terminal yard serving that destination justified.
4. Proposed charge of $2 per car for diversion or reconsignment when order for that service is placed at billed destination in time to permit instructions to be given to yard employees prior to the arrival of the car justified.
5. Proposed charge of $2 per car for stopping car prior to arrival at billed destination to be held for orders justified.
6. Proposed charge of $5 per car for diversion or reconsignment at original destination to a point outside the switching limits, on orders received by the carrier after arrival, or too late to permit instructions to be given to yard employees before arrival, justified; but held that the same charge proposed for reforwarding to a similar point cars which have been placed for unloading but have not been unloaded has been justified only in so far as such charge will be lawful under the fourth section when considered in connection with the charges approved in rule 7.
7. Proposed charge of local tariff rates for reforwarding to a point within the switching limits cars which have been placed for unloading but have not been unloaded found justified.
8. Proposed rule found justified providing that—

(*a*) A single change in the name of the consignee at first destination, and (or) a single change in the designation of his place of delivery at first destination, will be allowed without charge if order is received in time to permit instructions to be given to yard employees prior to arrival of car at first destination or at the terminal yard serving such destination.

(*b*) If such orders are received in time to permit instructions to be given to yard employees within 24 hours after arrival of car at terminal yard a charge of $2 per car will be made.

(*c*) If such orders are received subsequent to 24 hours after arrival of car at terminal yard a charge of $5 per car will be made.

9. Proposed application of charges for reconsignment regardless of the method of freight rate construction justified.
10. Proposed regulation prohibiting reconsignment to an embargoed point justified in part.

With respect to certain provisions not included in the general rules; *Held*:

Increased charges for diversion and reconsignment proposed by certain New England carriers not justified.

Charges proposed by some respondents for transferring the contents of certain reconsigned cars not justified.

A logging railroad operated purely as a plant facility of the mill owning it does not have to pay tax as a common carrier, according to a ruling expected daily from the Commission of Internal Revenue. If, however, the road hauls freight for other concerns it must pay such tax.

Many exceptions to Examiner Fred Esch's tentative report to the interstate commerce commission in the lumber reclassification case are taken in briefs just filed with the commission by attorneys for the Wholesale Millwork Association, Pacific coast and Inland Empire lumber interests, and southern railroads.

Hardwood Manufacturers' Prepare for Big Annual

The Hardwood Manufacturers' Association of the United States will hold its sixteenth annual convention at the Hotel Sinton, Cincinnati, on February 5 and 6. Not only does the enthusiasm within the membership, covering membership in the open price plan, augur well for a successful meeting, but the spirit and conditions of the times will have an equal bearing in securing a full attendance and enthusiastic and attentive sessions.

Not in years have the activities of the Hardwood Manufacturers' Association assumed such important aspects, the open price plan having met with great success during the past year and fully justifying its adoption. This has not been accomplished though without strenuous work on the part of the officials in charge of the association, and the three gentlemen pictured on this page have put in Herculean effort which has borne proper fruit.

In spite of threatened disorganization of transportation, the association is practically assured of an attendance of at least 700 delegates. The program and general condition of business would make it certain that this will be one of the most important gatherings in the history of the association.

At a meeting of the board of governors and of eastern territory members of the open competition plan, held at Cincinnati recently, trade conditions were discussed. The consensus of opinion was that the business condition is good except for transportation difficulties, it being stated that not enough cars can be secured for the delivery of lumber and material needed at shipyards as fast as it can be produced.

Thus it will be seen that the association will have before it many questions of excessive importance and gravity.

The program has just been completed and issued by Mr. Gadd. It is given herewith as follows:

TUESDAY, FEBRUARY 5

10:30 A. M.

Convention called to order by President B. B. Burns.

Address by C. A. Hinsch, Cincinnati, O., president, American Bankers' Association, on "Co-operation."

Address by Mr. A. C. MacMahon, Chicago, sales manager, the National Cash Register Company, on "Science of Selling and Solving Knotty Problems."

Appointment of committees.

(Recess for Luncheon)

TUESDAY AFTERNOON SESSION

2:00 P. M.

Address by Judge L. C. Boyle, Kansas City, Mo., on "Co-operation Within the Law."

Address by Mr. C. H. Scovell, C. P. A., Boston, Mass., on "Accounting Essentials for Lumber Industry."

Report of Mr. M. W. Stark, chairman, committee on "Open Competition."

Discussion of business conditions, led by Mr. M. W. Stark, St. Albans, W. Va.

TUESDAY EVENING

Smoker and vaudeville entertainment at 8 o'clock in banquet hall on the ninth floor, as a compliment of the Hardwood Manufacturers' Association to its guests.

WEDNESDAY, FEBRUARY 6

11:00 A. M.

Report of committee on officers reports.

Address by Mr. William Ganson Rose, Cleveland, O., on "Enthusiasm."

Address by Mr. Gilbert H. Montague, New York City, on "Trade Associations and the War."

Report of Mr. W. E. DeLaney, chairman, executive grading committee.

Report of Mr. B. F. Dulweber, chairman, committee on transportation.

Report of other committees.

Election of officers.

Adjournment.

The present governing body is one of the most effective and enthusiastic that has ever carried on the affairs of the association. The officers are:

B. B. Burns, Huntington, W. Va., president; F. R. Gadd, Cincinnati, assistant to the president; E. O. Robinson, Cincinnati, second vice-president and M. W. Stark, treasurer.

It is a pretty generally accepted idea that the higher priced machines are superior. The idea has good logic to support it, but we must remember that there are always exceptions. Sometimes a machine that seems abnormally cheap may also be superior, because of new methods of construction that have eliminated a lot of cost.

It is the element of doubt in business that serves to whet our wits, and when we reach the point, generally via the ego route, where we have no element of doubt about our being able to do things better than anybody else, the wits soon begin to dull and we fall below our right standard of accomplishment.

B. B. BURNS, HUNTINGTON, W. VA., PRESIDENT

M. W. STARK, ST. ALBANS, W. VA., CHAIRMAN OPEN PRICE COMMITTEE

F. R. GADD, CINCINNATI, ASSISTANT TO PRESIDENT

Last Minute Convention News

Hoosiers Have Old Time Home-Coming, Walter Crim Elected—Michigan Hardwood Men in Important Gathering—Chicago Chosen for National Hardwood Meeting Place

National Association Committee Meeting

Two committees of the National Lumber Manufacturers' Association held meetings January 24 in the Lumber Exchange building, Chicago. They were the executive committee and the committee on government relations.

The meeting of the board of directors was postponed indefinitely, but it is not thought the time will be long until the meeting is held. The disorganized condition of railroad travel was the cause of postponement. Some of the western members of the board were unable to reach Chicago. As soon as a full attendance appears to be assured, the meeting of the board of directors will be held, but from the nature of the case, the exact date cannot now be set.

Most of the business transacted by the two committees was of a routine nature; but the government relations committee, which has a large membership, found it advisable to appoint a subcommittee of ten in order that the work might be more expeditiously attended to. The subcommittee contains five retailers and five manufacturers, and a meeting was called for Wednesday, January 30 in Chicago.

Chicago Chosen for National Annual

The board of governors of the National Hardwood Lumber Association met in Chicago on Wednesday, January 23, at the Chicago headquarters of that body. Extremely unfavorable traveling conditions resulted in a light attendance, a number of the officials being tied up in half way cities and unable to get to Chicago in time.

The most important decision was the selection of the Hotel Sherman, Chicago, for the next annual meeting. Owing to the fact that there is a string of big gatherings at the Sherman in June it was impossible to name the date, which will however, be somewhere near the middle of June. The exact date will be named later.

The work of the War Service Bureau, recently installed at Washington, by Secretary Fish in behalf of the association members was thoroughly and favorably discussed and plans for increasing its usefulness were considered.

President John M. Woods presided at the meeting and went from Chicago to Indianapolis, with Secretary Fish and directors Payson Smith, of Minneapolis and T. M. Brown of Louisville.

Michigan Men Gratified With Stock Showing

The stock showing made in the market conditions report presented by Chairman Abbott of the market conditions committee before the midwinter meeting of the Michigan Hardwood Manufacturers' Association was gratifying in the extreme. The meeting was held on Thursday, January 24, at the Hotel Statler, Detroit.

The figures showed that on January 1, there were 40,000,000 feet less No. 3 hardwoods and 13,000,000 feet less No. 2 common and better hardwoods, or a total of 53,000,000 feet, than a year ago. Hemlock showed an increase of 11,000,000 feet in two-inch No. 2 and better though there was a very large decrease in the one inch. Both hardwoods and hemlock showed a very healthy condition and the report was the cause of much gratification.

There was an exceptionally strong attendance at the meeting which considered the regular line of business as well as special reports and papers. The reports of the secretary and treasurer and of the regular committees were approved.

The Northern Hardwood Emergency Bureau, which is working at Washington, under the supervision of Roy H. Jones, made its first report which showed marked accomplishments in behalf of its sponsors, the Michigan Association and the Northern Hemlock and Hardwood Manufacturers' Association. The report was read by C. A. Bigelow, chairman of the bureau, and was confirmed and unanimously approved.

N. M. Langdon presented a paper read by W. L. Martin covering the question of feeding men in camps. The paper will be printed and distributed among the membership.

Following the appointment of a committee of five to obtain figures on the cost of production the meeting adjourned.

WALTER CRIM, PRESIDENT INDIANA HARDWOOD LUMBER ASSOCIATION

G. H. PALMER, FIRST VICE-PRESIDENT INDIANA HARDWOOD LUMBER ASSOCIATION

W. C. HULL, PRESIDENT MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION

Indianians Come Home Again

Hoosier hardwood men met again at the famous annual homecoming in Indianapolis on Thursday, January twenty-four.

The Claypool Hotel was once more the meeting place. In spite of great difficulties in traveling there was a record crowd on hand, many former Hoosiers now located at distant points preferring to risk the long trip rather than miss the visit with old friends from the home state.

Fish Gives Valuable Information

Secretary Frank P. Fish of the National Hardwood Lumber Association was the principal speaker. Mr. Fish who has put in most of recent months with Washington officialdom and who is now in charge of the new War Service Bureau which the National has just installed at Washington was most interesting in his description of things as he found them in the nation's capital. He reviewed the history of lumber purchases by the many government departments and with startling statements of amounts involved brought a realization of the vital importance of agencies to facilitate the stupendous buying job which confronts those responsible.

He told of ways in which his bureau has already been of big help and urged Indiana hardwood men to speedily file with him the complete information he is seeking in order to keep himself posted up to date on stocks, character of timber producing facilities and ability to produce specialized materials, available among the membership.

Mr. Fish spoke of the splendid work done by R. H. Downman in charge of lumber purchases for this and allied governments. Illustrating the magnitude of the purchases he said that the navy buys a million feet of lumber a day. Much of this stock is going into shipyards, docks, boats, etc. At one yard alone (Hog Island) two hundred million feet have been used to provide facilities for building fifty ships at one time. There are four or five other yards of equal importance. In the hardwood end one contractor alone has consumed over thirty million feet of oak in making cabin trim for steel merchant boats.

He said "After my frequent visits to the various departments at Washington I am convinced that the shipping board is doing better work than ever and that the progress being made cannot possibly be measured from outside observation. It is because we can offer the government so much real aid with our nine hundred members having large producing capacity and full stocks on hand that the Washington office was opened. We are at the service of the whole hardwood trade and hope that if you have received our letter you will speedily give us the information we seek therein."

Mr. Fish said that the association will finance the bureau for the present and then went on to tell of various directions in which trade can be increased in government work which assures quick delivery of shipments. He said that since the first of August the army vehicle board has sold to Uncle Sam one hundred and thirty-four thousand escort wagons, twenty-five thousand carts and one million extra wheels. This material from now on will be purchased from eighty wagon manufacturers interested in government orders.

Commenting on the threat of embargo on non-essentials, Mr. Fish said that there apparently is no danger of the furniture people shutting down, judging by the flood of desks and other office equipment going into Washington. He raised the further point regarding embargo of non-essentials that with production shut off the government's revenue from such sources would also cease and chaos and hardship follow. He spoke of the formation of a war committee by millwork interests which have suffered heavily through slackness in building. This committee offered its services to the government and has recently been given the largest order for handles ever placed. He told of the desire for co-operation shown by government officials.

Analysis of Tax Reports

The revenue office at Indianapolis was represented by Mr. Richardson who told correct methods of filling out revenue reports and straightened out many hitherto vexing problems. He urged employers to assist employees to make prompt and proper returns on income.

Mayor Jewett of Indianapolis pleaded that it is the business man's responsibility to see that business is kept going as nearly on a normal plane as possible in order that disturbance of the vital balance in our business and industry may not result with disaster to the country.

President Wertz expressed the opinion that advances in lumber prices have not been at all out of line with advances in everything making up lumber costs. He said that further advances on all items would be vitally necessary this year.

President Wertz recommended that the offices of secretary and treasurer be consolidated, which recommendation was favorably acted upon later by resolution.

Secretary Richardson announced an increase of twelve in the membership and then read a favorable report from Treasurer Buckley who was absent because of illness.

After a vote of thanks to Frank Fish for his instructive talk the members listened to a most able address on questions of forestry, prepared and delivered by W. A. Guthrie.

The nominating committee reported with recommendation for the election of the following officers:

PRESIDENT: Walter Crim, Salem.
FIRST VICE PRESIDENT: G. H. Palmer, Sheridan.
SECOND VICE PRESIDENT: W. A. Guthrie, Indianapolis.
SECRETARY TREASURER: Edgar Richardson, Indianapolis.
DIRECTORS: Charles H. Barnaby, J. V. Stimson, S. M. Burkholder, C. Kramer, H. B. Sale, Mr. Kitchen, Mr. Smith, W. W. Knight, Mr. Waters, Mr. Shepherd, Mr. Reynolds and Van B. Perrine.

The business sessions then adjourned.

Lumber Resources Mobilized

"For the first time in its history the lumber industry has been mobilized," says R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, in his annual review of conditions in the lumber business. "Previous to April, 1917, the lumber industry, like other great American industries, was a sleeping giant, occasionally showing signs of awakening, but never fully aroused. Then the war came to America with its demands upon every resource of men, money and materials. Among the first requirements was lumber—pine, fir, cypress, spruce, hemlock and redwood, with which to house the army; heavy timbers of yellow pine, Douglas fir and oak to build ships; long, clear sticks of spruce for airplanes; oak for artillery and transport wheels; walnut for gunstocks and airplane propellers; willow for artificial limbs, and some forty species for munitions and commissary boxes. Every kind of wood grown in the United States was called upon to meet some particular item of the multitudinous demands for war material.

Since early in May, 1917, approximately 1,250,000,000 feet of lumber has been sold either direct to the government or to contractors working upon government orders through the agency of emergency bureaus and a new record has been established for speed in doing big business under war conditions. The prices charged have been reasonable throughout, and in many cases less than those prevailing on the open market for the same material. In addition to this great quantity of lumber handled by the emergency bureaus for direct government purposes, very large quantities have also gone through the usual channels into the manufacture of boxes for munition and commissary supplies, while other requirements of the army and navy and industrial construction in connection with war orders have been large. All together perhaps as much as 2,000,000,000 feet of lumber has gone into use for purposes of national defense during the past eight months. This is a great deal of lumber, and yet a demand of this size does not interfere with the supply for all the usual commercial purposes, because the lumber production of the United States in 1917 has been in the neighborhood of 40,000,000,000 feet, or 20 times as much as taken by the war. Due to car shortages and unsettled labor supply the cut has been four or five percent less than in 1916, and there will be no large accumulation of stocks at the beginning of the new year.

Cigar-Box Cedar

BY C. D. MELL

FOREST GROWN SPANISH CEDAR TREES IN THE INTERIOR OF COSTA RICA

The advances that have taken place in the price of cigar-box cedar of late in the American markets are due not entirely to the increased rate of freight. A well-known importer of this valuable wood in New York gave it as his opinion that one of the chief causes of the high prices and the constantly increasing inferiority of the quality of wood now generally seen in the New York markets, is the fact that the tree is rapidly becoming exterminated in the accessible districts of tropical America where the supply is obtained. While there are extensive regions in Central America that are only imperfectly explored and doubtless include considerable cedar still on the stump, the wood cannot be brought to market at this time because it would cost too much to bring the logs to shipping ports.

There are also other factors operating against exploiting cedar systematically and economically. The lack of efficient labor is the most serious drawback. The peons, mostly half-castes, the only kind of labor available to undertake the difficult task of operating a tract, are ignorant and extremely lazy and never take the trouble to prevent undue waste or to save the young trees. Season after season they go farther afield and leave desolation in their course. The cutting operations are confined chiefly to the dry season of the year, which may be said to be from December to about June 1. During this period the slopes of the hills on which cedar principally grows, become very dry and during April and May the fires commence which are invariably very destructive, killing all the seedlings and many old trees in the virgin forests. It is estimated that fire consumes far more cedar annually than is cut and utilized. Moreover, the parts of trunks and the branches that square less than fifteen inches are seldom utilized. The waste in top cuts and large branches in the aggregate represents enormous quantities of a season's cuttings and should be avoided if cedar is to last for use by the coming generation.

TREE WITH LOPPED BRANCHES IS CEDAR 14 YEARS OLD AND 16 INCHES IN DIAMETER

Briefly stated, cigar-box cedar is becoming scarce throughout its entire range of growth and it is very important that systematic efforts be made to prevent a total exhaustion of the valuable forest product. Students of tropical forestry and forest products will recall that attempts have been made from time to time to grow cedar on a commercial scale in large plantations. Very encouraging reports of such

LARGE BRANCHES OF CEDAR 22 INCHES IN DIAMETER LEFT IN THE BUSH TO ROT

SQUARE CEDAR LOGS SHOWING WASTE BOTH BY SQUARING AND IN THE FORM OF LARGE BRANCHES

plantations have been made. In fact, the cigar-box cedar tree was introduced into the East Indies and the experiments there with a few trees in various parts have shown that this species can make for itself a happy home outside of its native habitat.

The planting of cigar-box cedar would prove a very profitable investment. The attractive profits about which the promoters of eucalyptus plantations in California prophesied may be realized from cigar-box cedar plantations under proper and common-sense management. While it may not be the best investment for the private individual who wants quick returns on his money, it will yield satisfactory returns in the long run to permanent institutions or to the state. All the tree wants is a little attention and support from the state and it will soon become thoroughly established. Should the Indian Government, for instance, undertake to make extensive plantations, it would find that by the time the wood is exhausted in the West Indies, India would be ready to supply cedar logs for the American markets. This happened precisely with cinchona, papaya, and rubber, all tropical American products originally, but at present the choice cinchona, papaya and rubber are of East Indian origin. Experience has shown that the cedar can be easily propagated by seeds and cuttings, and since all parts of the tropics seem to be suitable for its satisfactory development, its cultivation should be undertaken on a considerable scale.

In order to provide an adequate supply of cedar for future use it is very important to conserve what there is now on the stump, and also to encourage a new crop on unused lands. Conserving cedar by judicious cutting and utilization of all merchantable parts of the trees felled is practically impossible under conditions as they now exist in the tropics. Fire, which is the greatest evil, cannot be controlled at present and the natural growth of young cedar will continue to be destroyed. It is believed that planting unused lands on an extensive scale by the government is the only way of helping to provide supplies of cedar for future use.

If there is ever to be a scheme of planting in any of the countries south of us, it must be undertaken by the state or by some perpetual institution. While it seems reasonable that private individuals can plant cedar and reap the benefits within a life time, it is improtant that the state provide the land owners with a practical object lesson as to how to plant, and indicate the importance of protecting the plantation from fire. With reference to the future forecasts of cedar values, no one can say anything definite, because the lumber prices of the future are likely to be much higher than they are now. Cigar-box cedar which is one of the most valuable and highly-esteemed woods in common use will continue in use and will not depreciate like some other woods are apt to do.

The Lumberman's Round Table

Associations and Men

The lumber and allied trades are fortunate in the number and value of their associations. Sometimes it is suggested that the industry is over-organized, but it may be taken for granted that non-essential associations, to use an adjective much in vogue at present, are likely to be eliminated or to disintegrate from natural causes. The fact that most of them persist is sufficient proof of their reason for existence.

The associations are doing a lot of good, practical, profitable work, of course; and this work shows a dollars-and-cents profit on the investment made by the members in the form of dues. But is it not worth remembering, especially at this season, that the personal gain is even more worth while than the commercial? The man who is a good association member is a bigger and better man, as a rule, than the one who refrains from mingling with his fellows, and who makes himself self-sufficient for the needs of his own business. This is without reference to the obvious business advantages, particularly evident in the lumber trade, of extensive acquaintance.

We have in mind one of the best lumbermen in the country. His experience and native ability have made him successful in a branch of the business requiring particular skill and specialized knowledge. He is a nominal member of a few associations—not many—and he does not attend the meetings of even those few. His career could be taken to prove that associations are unnecessary, and that the really capable man can get along without them.

But there are scores of other lumbermen whose success can be attributed specifically to intelligent use of associations. Meeting other lumbermen under the favorable conditions created by the associations has meant an increased knowledge of men and markets, of produqtion and consumption, of manufacture and manipulation; and has created assets of unquestioned value in the successful operation of the business. Consequently, for one success made without assistance of association influence, there are dozens to which it has contributed.

Office Efficiency Methods

This is the time of year when office methods can be scrutinized to good advantage.

Is every operation being handled with the least labor and time?

Is all of the information which should be on hand readily available without undue difficulty and expense in maintaining the records?

Is work being duplicated unnecessarily?

The simplification of office routine is something that deserves as much attention as the improvement of methods in the mill or on the yard. Similarly, the accomplishment of the end is not only a technical improvement, but means economy. "Overhead" is another term for office expense; and there is no better way of cutting down overhead than to reduce the amount of labor required to handle office records.

Most office systems are like Topsy: they just growed. As a business develops, especially if its expansion has been so rapid that its guiding spirit has had little opportunity for the study of details, the need for improved methods becomes more and more evident; and that is why the services of an expert accountant, with broad experience and preferably some knowledge of the particular business affected, can be used to good advantage.

Because a "system" was installed years ago, it does not follow that no further improvements can be made. A hardwood manufacturer of large interests employed an office manager a few years ago, and he made many changes in the methods of handling routine operations. Undoubtedly his system was a great improvement over the crude and laborious plan formerly in use. However, he recently stated that, after an inspection of the system by one of the famous firms of expert accountants, an entirely new plan was devised and inaugurated.

"The new system," the lumberman explained with delight, "is simpler, more complete as to data recorded, and makes running the business as easy as falling off a log. Ever since I have been in the game I have been irritated by the difficulty of getting at information that I felt I should have in order to know what was being accomplished. The new system gives me all of this, gives it to me immediately, and makes a routine out of what formerly required special investigation and consumed time and money. I certainly made a good investment in hiring those accountants."

The man who hesitates to spent $25 to $50 a day for a limited period for the services of an expert in office methods may be losing that much every week because of the increased time required to do things which could be simplified by short cuts. He might be able, instead of putting on another girl, to get along with his present force, if the methods in use were improved. Services of this kind are worth all they cost—and the disposition is to make them cost more, instead of less, as their value is appreciated.

The Mail Bag

B-1167—Wants Locust

New York, N. Y., January 8. Editor HARDWOOD RECORD: Where can I locate G 4 log run locust? We want to buy as much of this stock as we can get hold of, from 1 car up to 15 cars, and it can be shipped green. It can be any width from 3" up and any length from 18" or longer up to 16'. It must be put through a mill after it arrives, as the stock is cut up into small cuttings 12" and up long. ————.

B-1168—Ash Pike Poles

Wisconsin, January 9.—Editor HARDWOOD RECORD: We are large buyers of 8 and 12 foot ash pike poles and would be pleased to have you furnish us with the names and addresses of manufacturers. ————.

B-1169—Quarter-sawed Red Oak Backs

Oshkosh, Wis., January 15.—Editor HARDWOOD RECORD: We are in the market for a car of backs quarter-sawed red oak, plump ¾" thick. If you can furnish these sizes please let us know and if part of or all of them have to be cut, please give us this information when you could furnish them and at what price: 4,000 pieces 4x20; 15,000 pieces 4x16; 2,000 pieces 6x22; 800 pieces 6x24; 1,500 pieces 5x22; 500 pieces 4x22; 2,000 pieces 2x20; 2,000 pieces 5x16. ————.

B 1170—White Ash and Oak Wanted

San Francisco, Cal., January 19.—Editor HARDWOOD RECORD: We enclose you memorandum of FAS quartered white oak and FAS white cane ash that we are in the market for. We thought possibly you could be of service to us as well as to your friends by putting us in touch with the parties who have this stock now on hand, as we are in immediate need of same. If it will facilitate matters any, we wish you would have these parties quote us direct from the respective mills.

DAVIS HARDWOOD COMPANY,
Bay and Mason Streets.

The stock list referred to above, giving description of material desired, can be secured by communicating direct with the inquirer. —EDITOR.

Clubs and Associations

Hemlock and Hardwood Meeting

Plans are nearly completed for the annual meetings of the Northern Hemlock and Hardwood Manufacturers' Association and the White Cedar Shingle Association at the Hotel Pfister. The dates for the former meeting are January 31 and February 1, while the shingle association will meet at 3:30 on the afternoon of January 31. Although Secretary O. T. Swan has not yet received acceptances from all the men requested to speak, it is certain that many new and vital subjects incident to the war will be discussed in addition to the presentation of the annual reports by the association officers and the chairmen of the several bureaus. Charles Keith, Kansas City, of the Southern Pine Association, will speak on "The Relationship of the Lumber Industry to Government Service," and B. J. Packer, of the Wisconsin state department of agriculture of Madison, Wis., will present an illustrated moving picture lecture on "Grazing Cattle and Sheep on Cutover Lands." R. B. Goodman of Goodman, Wis., vice-president of the National Lumber Manufacturers' Association, will talk of work connected with the national, and of the relation district lumber associations bear to the national body. Terms of Sale, Thrift Stamp Campaigns in Logging Camps and Mills, Hemlock and Other Grades and Mill Inspections, will be other topics to come up for general discussion, besides the subjects to be launched in the reports of the bureau managers. One of the most important addresses will be by a member of the state railroad rate commission who will tell of the effect of the government's control of railways on the lumber industry, bearing especially on claims, rates and routings.

Dr. Hermann von Schrenck of St. Louis will be the only speaker at the White Cedar Shingle Association meeting. He will discuss from a technical and practical standpoint a number of exhaustive tests he has conducted on various kinds of roofing, and he will also present the subject of sap specifications. President Lingle of Westboro has named a nominating committee of the hemlock association which is as follows: J. T. Philips, Green Bay; M. J. Quinlan, Soperton; and M. P. McCullough, Schofield. The board of directors will meet at 3 o'clock on the afternoon of February 1.

Knoxville Lumbermen Organize After Several Years of Trying to Get Together

After several years of trying to get together the hardwood lumber trade at Knoxville, Tenn., has at last organized a club called The Knoxville Lumbermen's Club. The unprecedented conditions in the hardwood business for the past several months have made all the members realize that a spirit of co-operation must exist in fact if the local trade is to succeed in 1918. The first object and real purpose of the club is to assist in supplying the government with timbers and lumber that the Knoxville section produces.

The club has had two meetings, and the following members were elected officers for the year: President, E. M. Vestal, Vestal Lumber & Manufacturing Company; secretary and treasurer, H. C. Kopcke of Kimball & Kopcke. Meetings will be held every other Saturday and business transacted during luncheon.

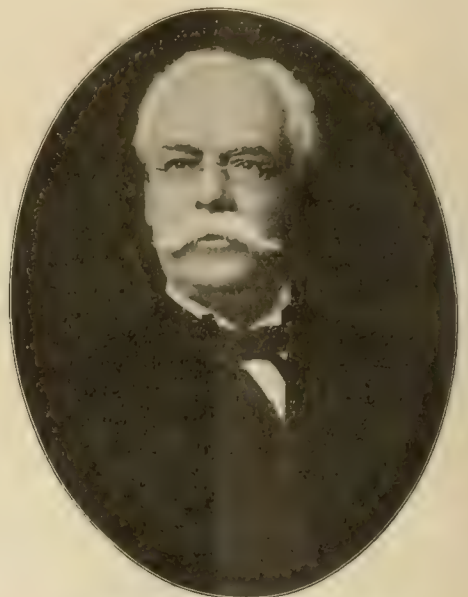
Announcement has just been made from Knoxville that local firms have been asked to furnish the government with 500,000 feet of oak lumber during the next two or three months. E. M. Vestal, president of the local club, has just returned from Washington where he conferred with government officials regarding this order. Members of the club are enthusiastic over the prospect of filling this large government business and prophesy that the lumber will be gotten out in record time. The club embodies in its membership every hardwood firm in the city.

Southwestern Hardwood Men Will Speed War Production

For the purpose of discussing mill operation methods with a view of speeding up the production of ship timbers, the directors of the Southern Hardwood Manufacturers' Club held a special meeting in Beaumont, Tex., on Wednesday, January 9. It went on record as strongly favoring the routing of war supplies through Gulf ports. The car shortage was discussed at great length, and all present seemed to feel that cars will be more plentiful when the effect of government regulation has had time to be felt.

E. M. VESTAL, PRESIDENT OF KNOXVILLE, TENN., LUMBERMEN'S CLUB

H. C. KOPCKE, SECRETARY-TREASURER OF KNOXVILLE, TENN., LUMBERMEN'S CLUB



THE LATE HARRISON PARKER OF PALMER & PARKER, BOSTON

A. Deutsch, president of the Sabine River Lumber and Logging Company of Orkneyb, La., and San Antonio, Tex., is president of the club and presided at the meeting. Others present were: A. C. Davis, Sabine Train Company, Beaumont; Rex H. Brooks, Beaumont Lumber Co., Beaumont; G. N. Cleveland, Jr., South Texas Lumber Company, Houston; P. V. Ryan, Phillip V. Ryan Lumber Co., Lufkin; J. E. Robinson, Pelican Lumber Co., Mound, La.; G. V. Patterson, Alexandria Cooperage and Lumber Co., Alexandria; Ferd Brenner, Ferd Brenner Lumber Company, Alexandria; H. G. Bohlssen, H. G. Bohlssen Lumber Company, New Caney, Tex.

A Yellow Poplar Veteran

Now and then a yellow poplar giant comes to the market, proving that there are still a few of them in the woods. The latest hails from Letcher County, Kentucky, on the headwaters of Kentucky river. The big tree measured a little over 7 feet in diameter at the "butt," and contained five 12-foot cuts and three 10-foot cuts. Five heavy yoke of oxen were required to snake the big cuts from the mountain sides to the local mill, where it was manufactured into lumber and shipped to a Cincinnati wholesaler. When cut the measurement totaled nearly 6,000 feet of fine yellow poplar lumber, which brought a fancy price on the "Queen City" market. This was the largest poplar tree cut and marketed from eastern Kentucky in many years, although others of unusual size have been cut in that section within the past twelve months.

With the Trade

Harrison Parker

The last issue of HARDWOOD RECORD contained a brief notice of the death of Harrison Parker of the well-known Boston firm Palmer & Parker. Details at that time were not available.

Mr. Parker was first employed by his uncle, Harrison Parker, who established the first mahogany sawmill in Boston, in 1867 for the purpose of sawing mahogany and rosewood lumber and veneers—rosewood, then being a very popular wood, for piano and furniture manufacturers. The business prospered from the first, and supplied mahogany and veneers to all the piano forte makers, whose business in those early days settled around Boston.

In 1875 he formed a partnership with his brother-in-law, the late Irving S. Palmer, in the name of Palmer, Parker & Co., which continued with increasing success, for 32 years. This partnership was succeeded in 1907, by the corporation of Palmer & Parker Company, of which Harrison Parker was president, the late Irving S. Palmer, treasurer, Frank D. Sawyer, vice-president, and William I. Palmer, assistant treasurer.

Harrison Parker, as well as his partner, the late Irving S. Palmer, have been held by their large business acquaintances in the highest esteem, as types of the old-style high minded business men, who have stood as pillars of integrity in the business world. Now, they are fast finishing their course, but fortunately, leaving as a precious heritage, their business standards, as guides to the younger generation, now taking their places.

William I. Palmer, Gordon Parker, and Frank D. Sawyer, are succeeding to the business and they propose to assume the same high ideals of business integrity as in the past, continuing the business with the following personnel: Frank D. Sawyer, succeeding to the presidency; William I. Palmer, treasurer and vice-president; Gordon Parker, secretary.

Creditors Committee Discharged in Houston Case

The creditors committee under whose jurisdiction the affairs of George T. Houston & Co. and Houston Bros., have been conducted during the past year, was discharged on December 28 pursuant to full liquidation of all liabilities, the principle part of the assets and land holdings of the Houston company remaining undisturbed. The demands were brought about principally by the sale of surplus properties. The company still holds about 110,000 acres of timber and farm lands. The mill plant and equipment, the stock of logs, lumber, etc., are still intact, and the business will be conducted as formerly.

Mills that Did Not Shut Down

The eighty mills of the Northern Hemlock and Hardwood Manufacturers' Association did not close during the five-day period during which a great portion of the nation's industries were ordered to close recently. These mills manufacture their own fuel in the form of wood waste and while running produce more than they can use, the surplus being sold to private consumers. Had the mills stopped during the prescribed period they would have had to keep the plants warm by burning coal and thus a greater waste of the fuel would have resulted. Moreover, many of the plants are producing lumber which indirectly is being consumed in the manufacture of various government war requirements and the production of this essential material was not curtailed or interrupted. Permission to keep the plants running was obtained from both the federal fuel administrative department and State Fuel Administrator W. N. Fitzgerald in behalf of the association members by Secretary O. T. Swan.

The association has received a government order to supply 600,000 feet of hemlock of which fourteen carloads go to the army cantonment at Rockford, Ill., and fourteen to the cantonment at Battle Creek, Mich.

Plant to Cut Airplane Stock

A [illegible] capacity stock to be at least 500,000 feet each twenty-four hours is under construction at Vancouver, Wash. The plant will be operated by electricity secured from an existing power line, so that it will not be necessary to build a separate power plant, and construction is to be completed within sixty days. The construction of the plant alone will require 1,200,000 feet of Douglas fir lumber. The lumber manufacturers throughout the spruce district will cut flitches of the proper grade and dimensions, which will then be shipped to the government plant at Vancouver, where they will be cut up to the finished sizes required for the various airplane parts, and then shipped east to the many aircraft factories. This arrangement is expected greatly to increase the output of aircraft material, and to make possible a total production of the 10,000,000 feet of airplane stock wanted every month for the government program.

Experienced Labor Needed for Lumbermen's Regiment

The work of recruiting the 20th Engineers, the largest regiment in the world, which will help convert forests of Europe into materials to be used by our armies abroad has not been completed. A good many specialized mechanics and those skilled in specialized branches of labor are required.

A complete statement of the needs of the regiment can be secured by writing Major-General W. M. Black, Chief of Engineers, War Department, Washington, D. C. The essential needs though, are men for all branches of woodswork, for all phases of logging operations, including logging railroad work, all branches of sawmilling, also a few planing mill operators and a few stenographers experienced in sawmill office work.

Major-General Black has just issued a statement to this effect, which also gives an outline of the organization of the 20th Engineers, method of selecting officers, requirements for enlisted men, and instructions as to how to enlist.

The regiment is now in immediate need of auxiliary road and bridge builders to the extent of three thousand men.

Pertinent Information

Baltimore Exports for December

The exports of lumber for December show some expansion in the list as far as variety of items is concerned, with a material increase in the volume of business done, which confirms the belief that stocks on the other side have been so seriously curtailed as to make replenishing necessary. It may be accepted as a fact that if the lumber were not urgently needed it would not be allowed to go forward at a time when other freights are simply swamping the available tonnage and when the greatest economy in the use of materials must be exercised. For the first time in months cypress again figures on the list, even though the quantity shipped is small. Poplar also once more holds a place on the schedule, with oak cutting quite an important figure, and a lot of other hardwoods sent out in addition. Of course, as far as this port is concerned, it must be borne in mind that much of the lumber credited to exports is really carried as dunnage, very little tonnage being available otherwise, except with regard to spruce, which continues to head the list and makes up the great bulk of the shipments.

Weather Holds Up Big Timber Port Development

The plans of the Weyerhaeuser Timber Corporation of Tacoma in regard to making Baltimore the chief distributing center for Pacific coast woods have been held back very much by the inclement weather and the railroad situation, but it is said that the project will be taken up energetically in the spring, and that tangible results may be looked for soon thereafter. The company, as announced some months ago, has bought a portion of the old quarantine grounds here and will establish its depot there, erecting big piers, with the latest facilities for loading and unloading, and a large mill wherein the heavy timber brought from the coast by water can be resawed and dressed according to the requirements of the customers. The lumber will be brought here by vessel, and will call for the creation of a fleet of steamers. Stocks destined for the export trade will go through, probably by way of the Panama Canal, while those intended for distribution in the territory east of the Mississippi River will be yarded here and cut into the sizes called for. The most improved resawing and planing machinery will be installed, and, apart from deep water, the depot will have connection with all of the railroads running out of Baltimore. It is estimated that the equipment of vessels and the yard will call for an outlay of not less than $5,000,000, making the establishment one of the largest, if not the biggest, along the Atlantic seaboard. The Weyerhaeuser Corporation will be represented here by George F. M. Hauck, a partner in the wholesale lumber firm of T. J. Shryock & Co., and widely known in the trade. Mr. Hauck has made several trips to the coast in connection with the matter and is very optimistic as to the opportunities for the distribution of Pacific coast woods in this section of the country. He thinks the section will afford a constantly expanding market for the Far Western lumber, and the facilities to be provided will take into full consideration the possibilities presented.

Still Calling for Men

The government is still calling for men. The latest call comes from the war department for labor more or less skilled in various lines, and at pay ranging from $800 to $2,400 a year. Thousands are wanted for clerks, testing work, mechanical trades, drafting, and inspection. Lists of positions open, with the requirements for entrance, the pay, etc., will be sent upon request, by addressing John A. McIlhenny, Civil Service Commission, Washington, D. C.

Building Permits for 1917

The record of buildings erected in the United States for 1917 is one of defeat, not an inglorious defeat, but an incident to the swift readjustment of our national resources, consequent upon the war. There has been a rush from building operations, just as there is a rush from shop and store in any community when some appalling event occurs. In 101 principal cities of the United States for 1917 the building permits received by the *American Contractor*, Chicago, show a total of $631,746,722, compared with $889,884,679 for 1916, a decrease of 29 per cent. The total number of permits issued in these 101 cities was 198,968, as against 258,484 for 1916, a decrease of 23 per cent. The average cost of the buildings erected in 1917 was less than that erected in 1916, not because of reduced costs, but because of a greater percentage of small residences built, the need for workmen's homes having become acute. A few cities, 29 in fact, show a gain for the year. These do not include any of the first class and the gains are due mainly to special causes.

December figures also are shown on this page. Building permits in 109 principal cities for December total $29,196,350, compared with $68,043,869 for December, 1916, a decrease of 57 per cent.

American Woods for England

In discussing the sources of this year's timber supplies for England, the London *Timber Trades Journal* of December 29 does not expect much from America. It says: We have so much to bring over from America, so many vital necessities of all sorts, that it is not an economical proposition to import timber when we can get what wood we require from other quarters. We fear, therefore, that it is in the highest degree unlikely that the trade will receive facilities for the importing of American wood next season. Special supplies for the Government for aeroplane work, etc., will be shipped, but even in the event of peace we do not anticipate any large import from America for general purposes. As dunnage, and as deck-loads, a little wood will be brought in from time to time, but this will be about the extent of what can reasonably be hoped for.

Ten Months of Timber Exports

The exports of timber and lumber of all kinds from the United States during the first ten months of 1917, ending with October, were of a total value of $54,378,046. The total during the corresponding ten months of 1916 was $50,378,000, by which it is seen that the export trade improved during the latter year. Among the items in which the improvement was noticeable were the following, with export figures for the first ten months of the two years:

	1916	1917
Fir lumber	$2,705,884	$3,236,733
Shingles	49,180	86,606
Wood pulp	1,900,938	2,244,105
Spruce lumber	1,904,487	3,455,175

Fight with a Snake

Men who work in the woods in this country have reason to be thankful that they are not in the Philippines. The following item from a Philippine paper of last October explains why:

Roy Barto, formerly of the Bureau of Forestry, was attacked last week by a large python while he was cruising timber near Cadiz, Negros Occidental. Barto was walking along when the python seized him below his left knee and began dragging him nearer. Before the snake could throw a coil around him, he managed to secure his bolo and struck it a glancing blow, whereupon the python released its hold. Barto then cut a pole and for two hours tried to kill the snake, which repeatedly charged him with its head raised two feet higher than Barto. Only by his strength and agility did he avoid these rushes. The python finally retreated into its den and Barto then secured a rifle and assistance. Upon their arrival at the den the snake made another vicious charge and was killed. The skin is 24 feet long and two feet wide, and Barto is being congratulated upon his narrow escape, for had he been but a few feet nearer the snake's first attack might have proved more effective.

Germany Needs Airplane Stocks

Evidence increases that the Germans are having difficulty in procuring wood for airplanes. An engineering journal in England has collected data from German machines that have been captured, and it is found that woods are being used that would be regarded in America as wholly unsuitable. Among other woods they are using oak, and some of it is of inferior grade. They still can get a little ash for parts which receive the greatest strain, but in order to do this they often splice two or three pieces together to get the necessary length. Much yellow pine, cut in Germany's forests, is being used for this work. Some of the machines contain little wood except pine. It has been noted for some time that the German airplanes seemed to be deteriorating in their wooden parts. The motors and metal parts seem to be up to standard; but when the strain comes during fights and quick dives and turns, the wooden frame often exhibits a fatal weakness.

American Lumber Prospects in England

John R. Walker is the first of the five American lumber commissioners who were sent abroad by the United States, to make a report, so far as information has reached the HARDWOOD RECORD. Mr. Walker began his work in England, and under date of December 17 he wrote from London a report of which a summary follows:

One bar to larger British purchases of American lumber has been the fact that the sizes of American scantlings differ from those commonly used in the United Kingdom. The American standard sizes have been evolved as those best adapted to the characteristics of American timber. If the building practice in the United Kingdom could be changed to conform to the manufacturing practice in the United States, our ability to assist in supplying materials for reconstruction will be enormously increased and a saving will be effected in timber, tonnage and money. This matter has been brought to the attention of the British industry and the change is under consideration.

It is estimated that 500,000 new houses will be required in the British Isles at the conclusion of the war. This need is the result, first, of legislation affecting real estate, which greatly curtailed building operations in the years immediately preceding the war; secondly, of the cessation of building operations during the war; and thirdly, of a general demand among the working classes for better housing, due to the prevailing high wage scale and to the education in living conditions and sanitation received by the soldiers.

Chinese Sawmill Laborers

The Madera Sugar Pine Company, Madera, Cal., recently published an interview in a local paper in defense of Chinese labor. The company has long been an employer of this class of labor, some men having been continuously in its employ eighteen years. The company declares that it would be next to impossible to run its mills at the present time without Chinese labor, the company having furnished fifty-three men for the army, and white labor being scarce and unreliable. It has a Chinese boss, who has charge of his countrymen in the company's employ. The mill owner said in the interview:

To successfully handle Chinese labor, it is necessary that the Chinamen be allowed to follow their own habits of life as far as possible. For this reason we have built for them their own camp, which is located entirely apart from the sawmill town. The Chinese purchase their own food supplies, hire their own cook and conduct their camp according to their own ideas and standards. They are not interested in hunting, fishing, dancing or automobile driving, and are not given to drinking or carousing, but look to certain games of chance for their amusement.

In all dealings with Chinese laborers we have never found any of them incapacitated by dissipation. They are always able to work when called upon to do so, and seem much more willing to accommodate themselves to occasional hardships than any other class of people. Because of the disposition on the part of the Chinese laborer to work steadily, the Chinese have proved themselves most essential to the company's operations. Many of them are thoroughly skilled workmen and it would be almost impossible for the Sugar Pine Company to replace them from any other known source of labor supply. The company feels that production would be greatly increased if certain other classes of labor were to show the same faithfulness, loyalty and devotion to work.

I wish to disabuse the public mind of any notion that may be had that the Chinaman is, in any sense of the word, criminal in his nature. He has been found to be strictly honest and truthful in all his dealings, and a valuable workman, and unless aroused by unjust treatment, is quiet, peace loving and gentlemanly in his conduct, and inclined to associate only with his kind.

Unfair Competition Charged

The first lumber case involving charges of unfair competition was recently heard by the Federal Trade Commission in Washington, D. C. The commission had made a formal complaint against the Botsford Lumber Company, and about one hundred other defendants, principally retail dealers, and including Platt B. Walker, editor of the Mississippi Valley Lumberman, Minneapolis, Minn. Most of the defendants live in Minnesota. The case is an outgrowth of the long fight between western retail lumber yards and mail order houses, competing with them. Chief Examiner Chautland had charge of the case against the lumbermen; Stanley Houch represented Walker; L. L. Brown, Charles Fowler and L. C. Boyle for the lumbermen. Evidence was presented, laws were quoted, jurisdiction was discussed, and arguments were presented by the attorneys, and the decision of the case will be awaited with interest. The methods followed by mail order houses in securing and carrying on business were brought prominently forward in the hearing of the case.

After War Cost of Lumber

The United States commercial attache at Paris has made a report setting forth the views in France regarding the cost of various building materials after the war. On the subject of lumber he says:

With regard to wood, it should be noted that French forests have been subjected to an unusually intensive and often uneconomical exploitation, and that the abnormal consumption caused by the large-scale construction of barracks and provisional edifices will leave a deficit in the supply. It will take many years to overcome the deforestation that has gone on during the war. As for the use of wood from the French colonies, the government is preparing a law to facilitate the importation of such woods, but the cost of transportation and the increased cost of labor will very probably result in bringing the price of this wood to a level that will exceed by at least one-third the prices prevailing in 1914. Wood from Sweden and Norway, the price of which is exceedingly high, will be demanded throughout Europe, and can not be furnished in sufficient quantities. Even though, in spite of these factors, there should be a reduction in the price of lumber, the abnormally high price of labor will more than offset any such possibilities, and the price of building timbers, even though it may be somewhat less than the present prices, will in any event be considerably higher than in 1914.

Hardwood News Notes

MISCELLANEOUS

The Pardee & Curtin Lumber Company of Sutton, W. Va., will resume work in the spring on the extension of its railroad to a point below Brock's Ferry, giving service to Summersville.

The Arkansas Oak Flooring Company, Pine Bluff, Ark., has started work on an addition where will be manufactured material for cases, boxes, crates or any dimension stuff. The plant will be in operation within sixty days.

The Kaye Carving Company, manufacturer of school and church furniture, which has been located at Grand Rapids, Wis., is now moving to Green Bay, Wis. The company burned out at Grand Rapids a short time ago.

At Androscoggin, Me., the B. C. Jordan Lumber Company has incorporated for $75,000, and at Whiting, Me., the Whiting Lumber Company is a recently incorporated concern.

The style of the L. M. Young Lumber Company of Boston, Mass., and Bangor, Me., has been changed to the I. M. Pierce Sales Corporation.

The American Shipbuilding Corporation has been incorporated at Alexandria, Va.

The Kentucky & Tennessee Lumber Company at Somerset, Ky., has been succeeded by Elmer C. Ballinger.

The capital stock of the Dennis Lumber Company, Grand Rapids, Mich., has been increased from $30,000 to $250,000.

The Cassopolis Ladder Company has changed its name to the U. S. Woodenware Manufacturing Company and moved from Cassopolis, Mich., to Three Rivers.

CHICAGO

Among Northern lumbermen who visited Memphis during lumber week were George F. Kerns, Geo. F. Kerns Lumber Company, Fisher building, Chicago, and J. W. Thompson of Rockford, Ill.

Lawrence DeGolyer, president of the Ward Lumber Company, Chicago, was also in attendance at the Memphis meetings, having been South for the past couple weeks.

John B. Utley and Glenn H. Holloway of the Chicago firm, Utley-Holloway Company, were in Memphis during lumber week, and also visited their new mills at Clayton, La., which will shortly be opened.

Chas. Ransom of the Gayoso Lumber Company, Memphis, passed through Chicago the early part of last week on his way back to Memphis after a much delayed trip. Mr. Ransom stated that it took him sixty-two hours to get from St. Joseph, Mich., to Chicago.

A. M. Richardson of the A. M. Richardson Lumber Company, Helena, Ark., was another southern traveller who got stalled by northern snowstorms. He was one of the party of lumbermen who converted the evening train from Chicago to Memphis into a lumbermen's special on Tuesday of last week.

A receiver has been applied for for the Republic Phonograph Company, Chicago.

John M. Woods of East Cambridge, Mass., T. M. Brown of Louisville and Payson Smith of Minneapolis were among the prominent visitors to the city within the last few days. They attended the meeting of the board of governors of the National Hardwood Lumber Association here and left on January 23, accompanied by Frank F. Fish, secretary of the association, for the Indiana hardwood annual held at Indianapolis, on January 24.

C. A. Bigelow of the Kneeland-Bigelow Company, Bay City, Mich., was in the city this week in attendance at the board of governors' meeting of the National Hardwood Lumber Association.

MEMPHIS

The Smith-Carothers Lumber Company has secured an amendment to its charter providing for an increase in its capital stock from $10,000 to $30,000. This instrument, which is signed by the principal incorporators, has already been filed with the proper authorities for recording.

The DeSoto Hardwood Flooring Company has recently filed application for an amendment to its charter, seeking an increase in the capital stock from $50,000 to $150,000. This is in accordance with action taken by the stockholders at the annual meeting held here January 8. All of the old officers were re-elected as follows: John W. McClure, president; R. A. Taylor, vice-president and general manager, and George O. Friedel, secretary-treasurer.

The Adams Machine Company, Corinth, Miss., according to W. T. Adams, president, has almost recovered from the fire which severely damaged its plant several weeks ago and will be able to operate at normal capacity in the near future. This is one of the largest machine companies in this part of the country.

The Wynne Cooperage Company is building a hoop plant at Wynne, Ark., which will be ready for operation as soon as the weather permits. The company is controlled by business men from Anderson, Ind., who were induced to come to Wynne by the Commercial Club.

W. H. Russe of Russe & Burgess, Inc., and R. L. Jurden of Penrod, Jurden & McCowen, Inc., left Memphis January 19 for New York, where they will attend the annual of the National Lumber Exporters' Association. They left early in order that they might have a day or two in Washington. R. H. Darnell and other members of the association left for New York several days later.

John M. Pritchard, who came to Memphis to attend the annuals of the gum and oak associations, and who was elected secretary of the successor to these organizations, the American Hardwood Manufacturers' Association, has returned to Washington to resume his duties as manager of the Southern Hardwood Emergency Bureau. He was given leave of absence by the new association for the period of the war. Interesting information given by him in regard to the needs of the government, directly and indirectly, for lumber will be found in the report of the annual of the Gum Lumber Manufacturers' Association published elsewhere in this issue of the HARDWOOD RECORD.

W. A. Ransom of the Gayoso Lumber Company, who is one of the members of the Southern Hardwood Emergency Bureau agreeing to give two out of every six weeks of their time to the affairs of that organization, has gone to Washington for his period of service in that connection.

Practically all the out-of-town lumbermen who attended the annuals held here during "Lumber Week" have returned to their homes. They all declared they had had a royal time, that Memphis had discharged her duties as host in a most charming manner and that the annuals had set in motion machinery which would accomplish vast good for the hardwood lumber industry in general and that would greatly advance the cause of uniform inspection in particular.

BUFFALO

Some thirty vessels, mostly from Buffalo, are to be sent from the Great Lakes to the ocean next spring, it is reported. The names of the vessels are not yet known. This will further handicap the lake-shipping trade, but none of the boats taken are expected to be from the lumber fleet. Some of them, however, have ordinarily carried a large number of shingles, though the movement during the past season was much smaller than for years.

W. G. Palmer, Inc., North Tonawanda, has been quite active recently in manufacturing munitions needed by the government. The force of employes has been increased from 50 to 200. On account of the expansion of the business in war supplies, additional space has been taken at the plant of the Palmer Lumber Company, in Rochester, where additional machinery has been installed.

Some of the Jamestown, N. Y., furniture factories have been unable to keep in operation recently, because of the scarcity of cars. Fuel has also been scarce. Most woodworking plants in this section have found the fuel problem a hard one to solve.

The scarcity of coal has turned attention to wood for fuel and an occasional load of wood is seen on the streets. In this city this industry has been almost entirely laid aside. Wood even for fireplaces was hard to get and commanded fancy prices. The people are now sorry that forests have not been better preserved, but instead of undertaking their protection now the prospect is that they will be cut down more ruthlessly than ever. Trips across the state show many handsome forests of small trees, which have of late been protected and considerably improved in appearance and value.

It is now in order to talk about the farmer's woodlot, something which every farmer wishes he had. Many a semi-abandoned farm in New York state would be much more valuable in timber than under cultivation.

The Olean (N. Y.) Planing Mill Company filed a petition in bankruptcy in Buffalo lately, with liabilities of $22,163.24. Assets are $55,675, of which $44,000 is represented by real estate.

Orson E. Yeager was recently elected president of the Buffalo automobile club, which is the largest organization of the kind in the world, with a membership of over 4,000.

R. D. McLean of the McLean Mahogany & Cedar Company, has been spending several weeks in the South. He has been looking after the shipment of an export order in hardwoods.

PITTSBURGH

J. C. Linehan & Co. is the name of a new wholesale concern here organized by J. C. Linehan, F. A. Gallagher and T. M. Harrington, all of this city. Mr. Linehan was formerly secretary of the old Linehan Lumber Company, one of the best hardwood men in western Pennsylvania. Mr. Harrington was formerly with the Western Lumber Company of this city. Offices will be established at once.

J. H. Hackenburg, formerly assistant purchasing agent of the Pressed Steel Car Company, and well known to every wholesale lumberman in Pittsburgh has been promoted to purchasing agent of that concern to take the place of H. J. Gearhart who died a few weeks ago.

J. F. Balsley, formerly well-known hardwood wholesaler, of this city with E. T. Morton and A. C. Stickell of Connellsville, Pa., have organized the Fayette Mine Car Company, capital $50,000. The company will manufacture mine cars on a large scale and will take over the factory of the former Fayette Lumber Company at Connellsville.

Joshua Sykes, for many years one of the best hardwood lumbermen in northwestern Pennsylvania, died last week at his home at Conifer, Jefferson county, Pa., aged eighty-five years.

The American Lumber and Manufacturing Company is making rapid deliveries on its big government order for shipbuilding stock. In addition to shipping a large amount of fir from the Northwest, President W. D. Johnston is hurrying shipments of yellow pine from his mills at Paxton, Fla., and also large shipments of lumber from the company's plant at Lenox, Ky.

John J. Steinmetz, a pioneer wagon manufacturer of Braddock, Pa., died recently. For a quarter of a century he had been a large buyer of good hardwood lumber.

The Frampton-Foster Lumber Company, Bessemer building, has again enlarged its offices and now it occupies an entire one side of a floor in that big building. Considering that only five years ago the company had one single office room, its growth has been very encouraging and Col. P. M. Frampton, manager, was so pleased lately that he took unto himself a new wife.

J. N. Woollett, president of the Aberdeen Lumber Company, looks for a decided increase in business in the sale of gum and cottonwood this year. This will be largely due, Mr. Woollett says, to the increasing demand for these stocks for gun and artillery uses for the government.

BALTIMORE

Several of the lumber organizations having postponed their meetings on account of the curtailment of the train service by the railroads of the country, it had been suggested that the National Lumber Exporters' Association might do likewise, but such will not be the case. The annual of the N. L. E. A. will take place at the appointed time, next Wednesday and Thursday, at the Hotel Martinique in New York, and it is expected that a full attendance of members will turn out. Many matters of the greatest importance to the exporters are certain to come up, and a full interchange of ideas on them is urgently desired. Reports on existing conditions and the results of the year will be submitted by the officers, and it is expected that those of the Secretary, Harvey M. Dickson, and of the foreign representative, Frank Tiffany, located in London, will prove of exceptional importance.

The Board of Aldermen of Frederick, Md., has asked State Forester F. W. Besley to prepare a form and submit prospective bidders for all the chestnut timber on the city's watershed, about 1,200 acres, in the mountains near Frederick. This action was taken at the suggestion of Mr. Besley, who informed the aldermen that the chestnut blight has practically ruined the trees and that there is no known way to stop the disease. The timber on the Fishing Creek tract, containing some 5,500 acres, is estimated to be worth about $45,600. In the Tuscarora locality there is $14,000 worth more timber.

The parlor furniture and couch frame factory of George Gassinger, at 920 Clifford avenue, this city, was damaged $15,000 by fire on January 9. Mr. Gassinger has already made arrangements to rebuild.

For the first time in many months exporters of this city were called upon to entertain foreign visitors ten days ago. These callers were J. Crosbie Foster, of William Richards & Co., timber brokers of Liverpool, and M. J. Sapperstone, of the Liverpool Hardwood Company. Both came not so much to place orders as to have a close view of the lumber trade situation with a regard to the prospects later on, and to see about some shipments they have contracted for. Both called on Secretary Dickson, of the National Lumber Exporters' Association.

A timber deal involving the sale of some 5,000 acres in the neighborhood of Custis, Braxton County, W. Va., as well as a railroad, two sawmills and a store, has been concluded between Harmount Hall & Co. and the Moon Lumber Company, the latter taking over the property.

J. McD. Price, formerly secretary of the National Lumber Exporters' Association, and now engaged in the wholesale hardwood trade, is mourning the death of his brother, Marcy McDonald Price, which occurred January 9 at Hartford, W. Va. Mr. Price was 48 years old and vice-president of the Hartland Collieries Company. He was a son of the late Winfield S. Price, widely known in the hardwood trade.

The Grover Carr lumber camp near Whitmer, W. Va., on the Dry Fork branch of the Western Maryland railroad, was destroyed by fire on January 11. Miss Ella Carr, daughter of C. C. Carr, lost her life. The blaze was caused by the mistaken use of gasoline instead of oil to oil the wood stove. An explosion ensued and the whole camp was in a blaze almost at once.

COLUMBUS

John S. Maclean, a lumber merchant and manufacturer of millwork of Columbus, has brought a suit against the American Chain Company, claiming that because of sparks and smoke issuing from its sixteen smokestacks his plant and stock of lumber are in danger. The Maclean plant adjoins the chain company, which recently experienced a disastrous fire.

The Scioto Lumber Company, Portsmouth, has been incorporated with a capital of $15,000 to deal in lumber. The incorporators are V. S. Taylor, O. E. Van Meter, L. C. Smith, Mundane Zuhars and Vera I. Purdy.

The Taylor-Smith Lumber Company, Portsmouth, has been incorporated with a capital of $10,000 to deal in lumber. The incorporators are Vera I. Purdy, Mundane Zuhars, V. S. Taylor, Frank W. Moulton and L. C. Smith.

R. W. Horton, of the W. M. Ritter Lumber Company, reports a good demand for hardwoods generally speaking. The worst feature at this time is the inability of railroads to handle shipments. Dealers would buy if assured of movement. Manufacturers of boxes, implements and vehicles are in the market for certain kinds of hardwoods.

Because of the order of Fuel Administrator Garfield providing for fuelless days on Mondays for some time, the Columbus Real Estate and Building Show, which was to have started January 21 to continue until the latter part of the month, was not started until January 23. Great preparations have been made for the show and despite congested railroad traffic many exhibits are shown. One of the features of the show is the large lumber exhibits.

The Powell Lumber & Construction Company, Columbus, has increased its capital from $25,000 to $50,000.

The C. A. Mauk Lumber Company, Toledo, has increased its capital from $100,000 to $150,000.

INDIANAPOLIS

Two petitions were filed last week for the appointment of a receiver for the Clark, Randall & Miles Chair Company of Shelbyville, Ind., although it is reported on authority that the company is in excellent financial condition. George C. Miles, secretary-treasurer of the company, who has been acting as general manager of the business, filed his questionnaire with the county conscription board, and although married, and the head of a large business operation, he refused to ask exemption or for deferred classification. Mr. Miles owned ninety-eight per cent of the stock of the company. Alleging that Mr. Miles' services were needed for the successful operation of the plant, the Southern Lumber & Boom Company of Cincinnati, O., and Charles and Arthur W. Spiegle of Shelbyville filed petitions for the appointment of a receiver. Herbert C. Jones was appointed receiver for the company temporarily. Frank Gavin Clark of Indianapolis is president of the company.

Fire last week destroyed the mill of the Greer-Wilkinson Lumber Company at Franklin, Ind., causing a loss estimated at from $8,000 to $10,000. The fire is believed to have been caused by an overheated boiler. A large quantity of lumber was stored near the mill, but most of this was moved away before the flames reached it. Most of the loss was covered by insurance. Officials of the company said that the plant would be rebuilt as soon as possible.

The A. Fromme Lumber Company of Terre Haute, Ind., has been incorporated with a capitalization of $50,000 to deal in lumber and building materials. Directors of the company are Arthur H. Fromme, William S. Bullock, John L. Crawford and Samuel K. Duvall.

The park board of Indianapolis learned recently that Henry W. Long, a wealthy hardwood lumberman who died here a few years ago, had left a provision in his will providing a gift of $10,000 to be used in the erection of a monument to Abraham Lincoln in one of the downtown parks of the city. The fund has been held in trust at a local bank for more than four years. The park board now is planning to erect the monument.

The Rochester Lumber & Coal Company of Rochester, Ind., recently opened up new buildings that have been equipped as a service department. The company conducted a formal opening, issuing invitations to the public to attend to inspect the plant.

EVANSVILLE

George O. Worland, secretary and treasurer of the Evansville Veneer Company, has returned from a business trip to Memphis. He says that barring bad weather conditions of a week or ten days ago trade has been very good. The log shortage as well as the inability to get cars is worrying the veneer manufacturers just now.

The heaviest snowfall in the history of southwestern Indiana was reported on January 14, when twenty inches fell in Evansville and vicinity. This brings the total snowfall of the season in that section up to over sixty-two inches, which breaks all records. The snow was so deep that all railroads, traction lines and city street car lines were put out of business for the time being and several large wood consuming plants were unable to operate.

Otto Mendel has accepted a position as salesman with the Evansville Band Mill Company and will travel in this territory. He has also become a member of the Evansville Lumbermen's Club.

George A. Cunningham, assistant manager of the Never-Split Seat Company, who for several months has been a sergeant in the national army at Camp Zachary Taylor at Louisville, Ky., has been recommended for the officers' training camp.

Perry Hall has opened an office and lumber yard at English, Ind., and reports he is now ready for business. He is well satisfied with his prospects and believes English is a good field.

Joseph L. Eckstein & Sons, owners of a sawmill at Jasper, Ind., have bought the Peter Frick farm near Bretzville, Ind., on which there is a big lot of virgin timber that will be cut and hauled to the company's mill at Jasper. The consideration was $11,000.

The Imperial Desk Company has filed a notice with the secretary of state of an increase in capital stock from $100,000 to $200,000. The company will make a number of improvements around the plant.

The residence at 810 North Garvin street of William S. Partington, of Maley & Wertz, and secretary and treasurer of the Evansville Lumbermen's Club was completely destroyed by fire on Friday night, January 11, the loss being about $3,000 with part insurance. The cause of the fire has not been ascertained.

William H. McCurdy of the Hercules Buggy Company, Alfred F. Karges

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of the Karges Furniture Company and other capitalists at Evansville have bought the controlling interest in the Schroeder Headlight Company in Evansville and assumed charge on January 14 with William A. Carson as the new manager. The plant will be enlarged. The Schroeder Headlight Company during the past three years has been manufacturing many locomotive headlights for the Allies and will continue to do so.

John Alloway, aged ninety-four years, one of the best-known men in western Kentucky, died recently at his home at Clay, Ky. Two of his sons who survive him are engaged in the lumber business, Frank Alloway being at Clay and Fred Alloway at Sturgis, Ky.

The regular monthly meeting of the Evansville Lumbermen's Club will be held on the second Tuesday night in February at the Hotel McCurdy, when the log shortage question will be discussed. John C. Keller, traffic manager of the club, will make a short talk on the government control of the railroads.

The VonBehren Manufacturing Company is making spokes and hubs for the federal government and expects to fill several large orders during the present year. The C. P. White Manufacturing Company at Boonville, Ind., is also working on a government order making the wooden parts of guns for the army. Walnut lumber is used in this line of work. The Never-Split Seat Company of this city has furnished seats for every military cantonment in the United States, it is announced. During the past year this company has also sold seats in Canada, Australia, New Zealand and many other countries.

LOUISVILLE

The first January meeting of the Louisville Hardwood Club was given over largely to discussion of traffic matters, inability to ship government orders, and the drafting of a wire to Secretary McAdoo, director general of railroads, asking for relief in handling government orders, stating that even where such orders carried the government contract number of bills of lading the carriers were refusing them. Discussion was also heard concerning the new demurrage rates, which it is believed will aid somewhat, and the members were generally of the opinion that Secretary McAdoo would shortly unravel the traffic problem. The shortage of log cars in the South was also discussed, but there appears to be little relief in sight at the present time. At this meeting George Wilcox, representing the I. B. Wilcox Lumber Company of Louisville, was admitted to membership in the club.

An answer has been filed by the Hillerich & Bradsby Company of Louisville, manufacturer of baseball bats and golf clubs, to a charge made by the Federal Trade Commission that it had fixed prices. In answer the company stated that the dealers themselves fixed the prices, and that about ninety-eight percent of the dealers fixed their prices so that they could make a reasonable profit, which could not be made otherwise. The company claims full power to select its customers under the last paragraph of the act, and that this has been done, but not in restraint of trade.

The Kentucky legislature, which is now in session, has been so busy drafting a state wide prohibition amendment that it hasn't had much time for anything else, and outside of the prohibition amendment and regulation of railroads, very little has been undertaken, as national conditions are such that the legislature is going slowly so as not to upset things any more than possible. However, one bill that has been introduced will probably be warmly opposed by the lumber interests, this bill being "An act abolishing the office of forester in the state of Kentucky," intrdouced by R. T. Smith. There is no doubt but what the office has been a big thing for the timber and lumber interests. Through its efforts the annual fire loss to timber has been greatly reduced, while on the other hand it has greatly increased the movement to replant forest lands, and has been instrumental in getting some of the large coal companies to endeavor to reforest their lands. The cost of the office to the state is not great.

Amended articles of incorporation have been filed by the Louisville Planing Mill & Hardwood Flooring Company changing its name to the Louisville Planing Mill Company. This company is planning to rebuild its planer, sawmill and veneer mill, which was burned in December.

Bond Brothers of Elizabethtown, Ky., dealers in ties and timbers, have purchased 5,200 acres of timberland at Decatur, Ala., and are planning to install machinery to cut ties and bridge timbers.

Damage of $3,000 was recently done to the plant of the Owensboro Planing Mill Company, Owensboro, Ky., by fire, which broke out early in the evening. Due to the fact that the mill proper is of brick and concrete, with gravel roof, no insurance was carried on the building. Most of the damage was to belting and machinery.

The five-day shut-down ordered by the Fuel Administration is being fully complied with by all lumber concerns of Louisville, many of which were on the point of closing down when the order was announced. With traffic in such shape that even government orders could not be moved, many concerns were in favor of closing down until some of the stuff could be shipped, and it is said that aside from being patriotic the trade is of the opinion that this shut-down will result in freer movement later on. The order could not have come at a more opportune time for most of the local concerns, as with eighteen inches of snow on the ground, and traffic generally demoralized, it was impossible to have cars switched even in the local yards, get stock in or finished material out. Logging conditions in

eastern Kentucky are very bad, and there is a general shortage of log cars all through the South, resulting in many mills being short on logs at the present time. It is possible that many of the mills will be enabled to operate on Mondays in the future, as it is understood that an exception is to be made for concerns operating on steam supplied from burning wood waste only.

ARKANSAS

Heavy snow fall, accompanied by the longest spell of exceedingly cold weather in a score of years, has practically shut down all operations. Most of the streams in Arkansas, as well as logging ponds at the lumber mills, have been frozen over for several days, making operation impossible. The shortage of cars has made it next to impossible for the manufacturers to move their shipments. The fuel shortage has not been a serious matter to the lumber mills, as they for the most part burn their own waste for fuel. It is believed by most of the lumbermen of this section that the taking over of the railroads by the govrenment will ultimately help to relieve the car shortage. The movement of export to southern ports, as proposed by the director general, it is thought, will give abundant supply of cars to lumber mills in this section for moving their material North.

E. A. Parker of Benton, Ark., recently sold his interest in the Greenville stave mill to the Pekin Cooperage Company, and will now devote his time exclusively to the operation of the E. A. Parker stave mill.

The Arkansas Association of Lumber Dealers is planning to hold a district meeting in Little Rock, at the Marion hotel, on February 5. The principal speaker for the occasion will be J. C. Dionne of Houston, Texas, who has for a number of years been connected with the Texas Lumbermen's Association.

J. H. Harris of the J. E. Harris Lumber Company, Wynne, Ark., has enlisted with the 20th Engineers (Forest) and is now in training at Camp American University, Washington, D. C., preparatory to sailing for service in France.

WISCONSIN

The United States Aero Propeller Company, Milwaukee, has been incorporated with a capital stock of $30,000 to engage in the manufacture of propellers and other wooden parts for aeroplanes. The identity of the promoters is not revealed. The articles were signed by members of the law firm of Bottum, Bottum, Hudnall & Lecher, Pabst Building.

The D. E. Britton Cooperage Company, Green Bay, Wis., is erecting a one-story frame sawmill, 30x90 feet in size, to provide much-needed capacity.

The Hardwood Products Company, Neenah, Wis., has increased its capital stock from $40,000 to $750.000 to accommodate the extensive growth of its business and interests since the former capitalization was originally fixed. The capital now consists of $350,000 of 7 per cent preferred and $400,000 of common. E. D. Beals is president and C. B. Clark is secretary of the company.

The Great Northern Pail Company, Gillett, Wis., has appointed F. F. Koske as general manager, and reduced the burden of duties upon Walter W. Smith, who has occupied the positions of general manager and works manager for some time. Mr. Smith henceforth will devote his entire time to supervising all manufacturing operations.

C. C. Robinson, St. Paul, Minn., is organizing the Wood Products Manufacturing Company with a capital stock of $50,000 to establish a woodworking plant at Luck, Polk county, Wis. The company will specialize in berry boxes, honey crates, veneers, etc., and plans to build a plant in Luck, where a two-acre site has been purchased.

The Joseph Siesel Lumber Company, town of Wilson, Sheboygan county, Wis., has changed its name to Wachsmuth Company, following the purchase of the entire interest by Herman Wachsmuth, Sheboygan. The sawmill will be enlarged.

The Universal Shipbuilding Company, Sturgeon Bay, Wis., has been incorporated with a capital stock of $1,500,000 by Gustave A. Huck, who recently acquired an option, returnable February 1, on the yards and plant of Rieboldt, Wolter & Co., wooden shipbuilders, Sturgeon Bay. The new owners intend to greatly enlarge the capacity and accommodations of the yards. Rieboldt & Wolter will complete boat No. 61, now on the docks and to be out May 1.

The Shawano Lumber Company, Shawano, Wis., is contemplating the erection of a new planing mill as a matter of economy in handling and shipping manufactured lumber. Two sidetracks have been in stalled, one for logs and the other for lumber.

The Kiel Woodenware Company, Kiel, Wis., is cutting 1,000,000 feet of elm, basswood and soft maple timber on its lands at the Ox Bow, on the Michigan side of the Menominee river near Wausaukee, Wis. The input will be shipped to the main plant at Kiel for veneer manufacture, the rougher stock being used for cheese boxes and similar goods.

John Kadletz, Shawano, Wis., has completed a new custom sawmill on the Chicago & North-Western line in that city and started operations on January 15. The mill will purchase logs and bolts in addition to doing custom work.

Emil Semling and Paul Leopold, Merrill, Wis., who recently formed a partnership under the style of the Merrill Hoop Company, have completed their new plant on Logan Avenue and undertaken a regular production of black ash hoops for butter tubs. The entire output has been contracted for by a large maker of butter tubs.

The Wisconsin Box & Lumber Company, Wausau, Wis., has resumed operations in its sawmill, which was shut down in November. To conserve fuel, the present working schedule is from 6 a. m. to 4:30 p. m., with a half hour out at noon, which relieves pressure upon the electric power company furnishing the current.

The A. Streich & Bros. Company, Oshkosh, Wis., manufacturer of heavy wagons, paid its employes a bonus of 10 per cent on 1917 earnings. At the beginning of last year the company intimated that it would pay 6

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RED or WHITE OAK
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per cent, but its business prospered to such an extent during the year that the rate was increased to 10 per cent.

Charles Kilian, New London, Wis., has reopened his sawmill at Sugar Bush, near that city, and expects to saw 500,000 feet of logs on his own account and about 350,000 feet for customers.

The Hatten Lumber Company, New London, Wis., has recently made delivery of one carload of 2½-inch selected birch for the manufacture of gunstocks to the Winchester Repeating Arms Company, New Haven, Conn., on government account. The Hatten company has been filling extensive government orders for eight months or more and is still engaged in such work.

The Mattison Machine Works, Beloit, Wis., manufacturing wood shapers and other woodworking machinery, has increased its capital stock from $25,000 to $225,000. The original capitalization long ago was outgrown, but an increase was made necessary at this time by reason of an extensive enlargement scheme undertaken by the company. C. W. Mattison is president and general manager.

The organization of the Murray-Mylrea Machine Company, Antigo, Wis., will have the effect of providing the numerous saw and planing mills in that city and surrounding territory with ample facilities for the manufacture and repair of machinery and equipment, heretofore sadly lacking. The new company has a capital stock of $50,000 and was organized by J. C. Mylrea, secretary of the Langlade Lumber Company, and Donald J. Murray, Jr., until recently general superintendent of the Curtis & Yale Company, Wausau, Wis. The foundry and machine shops of the former International Hoist Company and Pioneer Iron Works at Antigo have been acquired and are being put in shape for commencement of operation on February 1. Manager Murray has had wide experience in the business, having formerly been connected with the D. J. Murray Manufacturing Company, Wausau. The initial working force of the new plant will be between forty and forty-five men, most of them highly skilled in the production and repair of woodworking machinery.

The Webster Manufacturing Company, Superior, Wis., recently reopened its big chair and furniture factories after a short shut-down for repairs, overhauling, etc. The orders recently booked will keep the plant busy at capacity for many months and the company is hiring all of the available supply of workmen to supplement its regular full force.

Fred and George Revord, Irvine, Chippewa county, Wis., have purchased the machinery and equipment of the former Wilcox mill on the Chippewa river and will build a new mill at Irvine, to be ready about March 1.

With the exception of the mill of the Kellogg Lumber Company, which has no hot pond at its Antigo mill, all of the big sawmills in Antigo are now in full operation and expect to keep running on this schedule until next fall.

Walter Alexander, Wausau, Wis., has retired as a director of the First National Bank of Milwaukee because of the press of his other interests, which made it impossible to attend the meetings in Milwaukee as frequently as desirable. Mr. Alexander is secretary and treasurer of the Alexander-Stewart Lumber Company, Wausau, and numerous other important logging and lumbering interests in the North and South.

William D. Connor, Marshfield, Wis., president of the R. Connor Company, and widely known lumberman, has been elected president of the First National Bank of Stevens Point, Wis., to fill the vacancy caused by the death of Andrew R. Week. Mr. Connor has been a director and stockholder for more than twenty years.

E. D. Beals, president of the Hardwood Products Company, Neenah, Wis., has been commissioned a lelutenant in the Naval Officers' Reserve Corps and will report for active duty at Washington on February 1. For the present his work will be in the naval ordnance department.

C. O. Frisbie, president of the Cornell Wood Products Company, Cornell, Wis., left for Washington recently to confer with government officials with regard to the water power problem. For many years the owners of water powers on the Chippewa river have sought permission to build a large reservoir to make possible a greater development of power. It is expected that under the conditions now existing the government may extend the required permission.

The Hardwood Market

CHICAGO

Chicago lumbermen have not much to say as to any changes in the situation since the last issue of HARDWOOD RECORD. The tie-up of traffic and industry occasioned by the shut-down has rather held things in abeyance so that there is no way of telling yet whether government regulation has made possible any changes in the shipping situation. The trade here, though, is confident that as soon as government direction with its attendant advantages is given full opportunity for making itself felt, the car situation will be materially improved. At present trade is proceeding without noticeable changes, but with the prospect that there may be some improvement in the building situation as the spring months develop, even though such improvement may be small in proportion.

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Even Color *Soft Texture*
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Kentucky Soft Quartered White Oak
5,000 ft. ..... 4/4 FAS.
23,000 ft. ..... 4/4 No. 2 Common
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24,000 ft. ..... 4/4 Selects
135,000 ft. ..... 4/4 No. 1 Common
75,000 ft. ..... 4/4 No. 2 Common
25,000 ft. ..... 4/4 Core Stock

Kentucky Soft Plain Red Oak
15,000 ft. ..... 4/4 FAS.
10,000 ft. ..... 4/4 Selects
30,000 ft. ..... 4/4 No. 2 Common

Kentucky Chestnut
12,000 ft. ..... 4/4 No. 1 Common
30,000 ft. ..... 4/4 Sound Wormy

Kentucky Miscellaneous
50,000 ft. ..... 4/4 Log Run Beech
25,000 ft. ..... 4/4 Log Run Gum
25,000 ft. ..... 4/4 Log Run Maple

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1 car 1" No. 2 Birch
1 car 6/4 No. 2 Com. Oak
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2 cars No. 2 Merchantable Hemlock
2 cars 1x4 Merchantable Hemlock Strips
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BUFFALO

Transportation difficulties are causing much delay and inconvenience in the hardwood trade. Things are expected to be tied up until better weather arrives. Many concerns are in need of lumber, but find it impossible to get delivery. Prices are holding at a firm level.

The war industries are taking a large part of the lumber now being sold and they are much in need of certain stocks for prompt delivery, the demand continuing in several prominent woods, including oak, maple, ash, poplar and birch. Large stocks of poplar in local yards have been bought lately by representatives of the British government. The United States government has also been taking low-grade chestnut here for crating stock. Cypress has been in fair demand and some has been sold for export.

PITTSBURGH

Hardwood matters are very much upset to say the least. Considerable demand is in evidence but it is irregular and comes from sources which cannot be looked to for regular demand. The automobile trade is badly off and furniture manufacturers are not buying as much stock as was expected. On the other hand bridge timbers, railroad timbers and general stocks, especially of oak for manufacturing purposes, are in pretty good call. Some of these stocks are very hard to get. Prices are going up and it is a big question whether in spring mills will have enough lumber to take care of demand. The outlook for the gum and cottonwood is especially good as large amounts of this lumber are being used for war purposes. There is little new building being planned.

BOSTON

An analysis of the hardwood market in New England at the present time would not be practical or disclose any dependable guide to developments. Operating under continually restrictive conditions for many months, the trade is not able now to fix any limits to which the situation may proceed. Traffic so far as lumber is concerned is virtually at a standstill from the causes prevailing in all the eastern country and this, added to the stopping of the consuming patronage, takes away any remaining working field for either wholesale or retail trade, except government business. It is expected that remedial measures will become effective as soon as federal control has had an opportunity to do so.

BALTIMORE

Quiet has prevailed so far this year, the severity of the weather and transportation troubles having combined to check the movement. Mills and distributors have found themselves greatly hampered in their operations, and the outlook is so uncertain that no one will venture to make predictions as to the future. That a decided narrowing of the distribution as against some months ago has taken place admits of no doubt. Even the buyers who would have liked to place orders were unable to do so for the reason that the sellers could give no guarantee that delivery would be made within a definite period. Much snow and intense cold held down the work at the mills and prolonged the end of the year holidays far beyond the usual period. Even since then most of the plants have found their capacity greatly curtailed, and it is to be doubted if the production has attained fifty per cent of the normal. If the mills had been busy, however, it would not have availed them in so far as placing stocks is concerned, for embargoes have been imposed by the railroads most of the time, and the members of the trade have put in far longer hours working on the railroads to provide cars and accept shipments than in getting out orders. The difficulties of making shipment have naturally tended to stiffen prices. Any hardwood man in a position to make delivery was able to command almost his own terms, lumber being very urgently wanted in not a few instances. In the absence of any extensive accumulations of lumber and as a result of the impediments put in the way of the movement the scarcity of stocks in the hands of dealers and also of consumers is likely to persevere, with resultant attractive quotations. The holdings of the yards in this city have been reduced more or less of late, even though the shipments were mostly of a local character, stocks going to nearby points and being frequently shipped on auto trucks, where the distance was not prohibitive. This mode of delivery has greatly expanded in recent weeks, and there is every indication that auto trucks will come into even larger use unless very decided relief should be afforded soon as far as the railroads are concerned. As things are, the prospect is decidedly clouded, with inherent conditions of demand good, and with the production sufficiently curtailed to remove all probability that stocks in troublesome proportions will pile up at producing points and congestion will ensue.

COLUMBUS

The hardwood trade in Columbus and central Ohio has ruled strong during the past fortnight. Although there is only a small amount of stock moving, demand on the part of dealers as well as manufacturers would be good if assured of deliveries. In fact, the worst feature of the industry at this time is the lack of transportation facilities. Dealers who are anxious to lay in stocks for the expected spring building season are slow to proceed if not assured of prompt movement. Manufacturers making boxes and implements are good customers. The same is true of vehicle factories. Furniture factories are expected to be in the market in the

near future. Embargoes on many railroads have held up shipments until many lumbermen are at a loss as to what to do.

Retail stocks are only fair. Some city dealers having fairly good stocks are not in the market for any large amounts. Rural dealers generally have shorter stocks and are more anxious to accumulate a small surplus. Semi-annual inventories disclosed the fact that stocks are lower than was at first believed by jobbers. Collections are fairly good.

Prices are firm, especially of poplar and chestnut. Poplar lower grades are one of the best features. Both quartered and plain oak are also strong and the same is true of basswood and ash. Other hardwoods are unchanged.

CLEVELAND

In spite of the fact that practically all building operations in the Cleveland district are confined to munitions plants, or additions to buildings already erected, January shows a good lot of hardwood business moving into regulation channels. The chief drawback to good outlet, however, is the absence of small house construction, and of course, the extremely cold and severe winter weather, which has brought most operations to a standstill anyway. Another good demand, for the cheaper grades of hardwoods is seen in inquiries from box manufacturers who are making shell cases and other packages for government needs. Because there is correspondingly less movement of lumber into consuming channels, improvement in hardwood stocks is noted since the first of the year. Shipping conditions from the South and other producing centers, however, have not improved, even with the governmental control, and for this reason prices on practically all descriptions of hardwoods show firmness with a tendency to advance, rather than react. Principal outlet in the last fortnight is in maple and oak flooring, which are being used in the commercial building operations. Firms that are willing to take out of town contracts find a ready market for all descriptions of hardwoods, but there does not seem to be much disposition to cultivate this business, in the absence of the assurance that there will be more liberal receipts.

INDIANAPOLIS

Bad weather and the federal fuel administration's order have been the means of paralyzing the business of the hardwood industries in Indianapolis and throughout central Indiana during the last two weeks. The order of the fuel administration arrived just as the trade was recovering from the effects of the most severe blizzard that the state had experienced since 1884. Low temperatures and a heavy snow practically had stopped the operation of many industries.

In view of the fuel administration's order coming at a time when lumber industries already were facing severe troubles, the trade feels fortunate that the order came when it did instead of at some future date. Hardwood lumbermen said that the trade was caused much less embarrassment than would have been caused at some subsequent time.

The heavy snows and the extremely cold weather, something which most Indiana lumbermen are not accustomed to dealing with, had resulted in the supply of logs becoming very low at a majority of the plants, and added to this was the difficulty caused by the freezing over of waterways. Rail conditions also had been bad, and as a result many hardwood manufacturers were not keeping their plants in operation when the fuel administration's order was received.

There has been no retail demand for hardwoods since the first of the year and contractors and architects report that there is no estimating in progress. No building work of an extensive nature is expected until late in the spring. Rail conditions have interfered seriously with the operation of many of the larger consuming plants, and this branch of the industry has been displaying little interest in the market.

War orders now form the chief demand. Many hardwood dealers report that automobile manufacturers who have been buying heavily in this territory are reducing their estimates for their 1918 needs, because many of these plants are taking on war orders for the manufacture of metal automobile parts. This loss of business is being more than covered, however, by orders from other sources. Many of the Indiana woodworking plants are receiving orders for airplane parts, motor truck bodies, and well-made boxes for government use. Prices remain firm, the trade reporting little interest in quotations from customary consuming sources.

EVANSVILLE

Hardwood lumber manufacturers of southern Indiana, southern Illinois and northern Kentucky have been handicapped by bad weather, car and log shortage for several weeks. Mills in Evansville were closed for a number of days because of heavy snows and the car shortage and in many sections plants have been shut down because of inability to get logs. Both orders and inquiries are coming in satisfactorily and if the car shortage question is once adjusted the trade will be all right. With the clearing up of the weather it is believed there will be better business. Collections are good.

The demand for plain and quartered white oak is better than a month ago and the prices are tending upward. Manufacturers say they are looking for sharp advances on most of the better grades of lumber between now and the first of March. The retail lumber business has been shot to pieces for some time and sash and door men report a slackening up in trade. Planing mills also report things rather dull. Building operations

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8/4"	No. 2 Com. & Btr. MAPLE	58,000'
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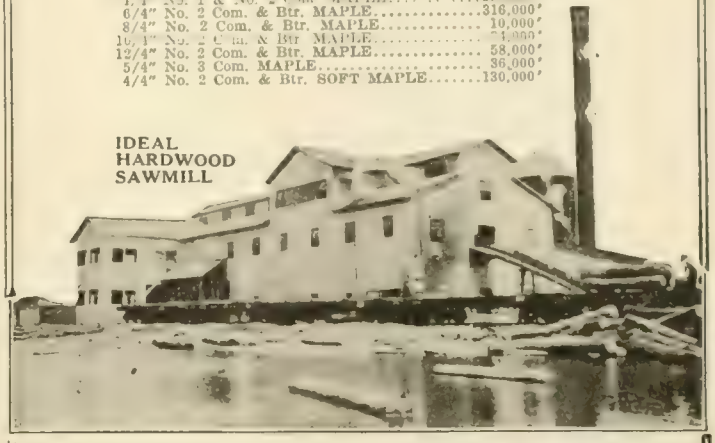

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in Evansville are at a standstill and not much improvement along this line is expected until early spring. Plow manufacturers report a heavy trade. Carriage and wagon manufacturers have a fair amount of business just now but like the other manufacturers find they are greatly handicapped by the car shortage. Box factories continue to work on large government orders and have plenty of work ahead to last them several months.

MEMPHIS

The demand for hardwood lumber is active enough but there is little business doing because there is too much restriction as to territory where deliveries can be effected. All destinations in Central Freight Association and Eastern Trunk Line territory are embargoed and the same is true of all destinations in Western Trunk Line territory reached through the gateways at Chicago. St. Louis and Cairo lumbermen frankly admit that they are up against a situation with which they are unable to cope and that it is absolutely necessary that they await a clearing of conditions. Cars are being loaded with lumber in large volume at plants throughout this territory but lumber interests do not know when they will move. They are simply getting the lumber on cars as fast as possible so that, when the barriers are lifted, they can move without loss of time. Meanwhile, manufacturing operations are at a complete standstill over most of the Memphis territory while logging is faring little better, thus creating a production situation which is without parallel in the history of this part of the country. And, in the face of this practical paralysis of manufacturing operations, John M. Pritchard, manager of the Southern Hardwood Emergency Bureau at Washington, has brought the information that, while direct orders for lumber from the government are going to be comparatively small, there is going to be a tremendous demand therefor from manufacturers who have contracts for the production of boxes, wagons, wheels, trucks, airplanes, handles and other products needed by the government for the winning of the war. Lumber interests are therefore worrying a great deal more about how they are going to be able to produce lumber in volume than about being able to sell it when it is ready. They are maintaining their prices on a very firm basis because they realize the production handicap under which they are laboring and the scarcity of stock which prevails.

LOUISVILLE

At the present time there is very little doing on the local market, traffic conditions and weather conditions being of such a nature that very few mills are operating or in position to ship anything. Railroad embargoes block every avenue into the East and North and even government orders can't be shipped under existing conditions. There is a fairly active demand for hardwoods for immediate use, and after traffic conditions improve it is certain that the lumber trade will have a busy period. Orders on the books will keep many of the mills operating their shipping forces overtime whenever conditions reach a stage where logs are moving freely, cars plentiful and the roads open. The supply of box cars in the South is reported much better than it has been for some time, but the trade can't load the cars as delivery can't be made. Government orders for hardwoods and veneers have been coming freely, and such orders are being generally accepted, but very few orders are being taken for commercial use. Ash, hickory and oak are in excellent demand, while mahogany and walnut are in big demand for government orders. Poplar is especially good in boxboards for wagon and truck work, and gum and cottonwood are holding their own. Prices are being maintained without difficulty, and little underselling is going on. Collections are slow, many concerns having large amounts of money tied up in stock which can't be realized upon until shipping is resumed.

MILWAUKEE

The demand for hardwood and other lumber is being maintained at such a high level that at this time practically every sawmill in northern Wisconsin is in full operation and intends to keep on a maximum capacity schedule until late next fall. Not in years have so many mills been in operation during the latter part of January as this year. Government and other requirements are so broad and so urgent that a vastly greater capacity than is available could find full occupation for a long time ahead.

Northern timber and lumber operators have recently encountered conditions which could hardly be less favorable upon the output of logs and manufactured lumber. Three heavy snowstorms in two weeks' time not only badly hampered logging operations, but demoralized railroad traffic to such a point that log trains in some places were immovable in drifts for several days at a time. The blizzards added to the already bad traffic conditions with respect to the movement of cars out of mills. It required days to move loaded cars and more days for new cars to arrive for loading.

The effect of the Fuel Administration order upon sawmill and woodworking industries in Wisconsin was probably less severe than upon many other lines of production. Exemptions were liberally granted when it was shown that many woodworking plants provide up to two-thirds of their own fuel supply from waste material, while many saw and planing mills operate with electric power furnished from hydro-electric plants. However, there was some interruption until the confusion resulting from the order was abated.

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EMPLOYES WANTED

WANTED

A good live wire, who is a practical box manufacturer, to take an interest and assume the management of box company now organizing to operate a factory in the upper part of the lower peninsula of lower Michigan. Ample supply of lumber to be had at reasonable prices for at least a run of twenty years. Address, "BOX 19," care HARDWOOD RECORD.

TIMBER ESTIMATING

TIMBER ESTIMATING
THOS. J. McDONALD,
Forest Engineer,
East Tennessee Bank Bldg.,
Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR
NORTHERN, SOUTHERN AND TROPICAL TIMBER
D. E. Lauderburn, Forest Engineer,
158 Fifth Avenue, New York, N. Y.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WE NEED 5,000,000 FEET

No. 1 Poplar Logs
24" & up. We will inspect and pay for logs at your siding. Write or wire us.
THE LOUISVILLE VENEER MILLS,
Louisville, Ky.

WE ARE IN THE MARKET

For the black walnut logs 14" and up diameter, 4½ ft. and longer. We inspect at loading point and pay cash. BREECE VENEER CO., Kenova, Va.

WANTED—FRESH CUT LOGS

10 cars 16" and up clear Yellow Poplar.
10 cars 16" and up clear White Ash.
10 cars 12" and up C. & B. Black Walnut.
10 cars 14" and up clear Hard Maple.
10 cars 20" and up clear forked leaf White Oak.
5 cars 16" and up clr. yellow bottom Red Oak.
2 cars 24" and up clear Red Gum.
2 cars 24" and up clear Red Sycamore.
Large Black Walnut with the stumps attached. We pay cash. GRIMWOOD & HINTON, Evansville, Ind.

TIMBER LANDS FOR SALE

FOR SALE

19,000 acres Arkansas overflow land between Mississippi and White rivers on the St. L. & I. M. R. R. Average of 3 different cruises showing 44,410,000 ft., 44% Oak. Land unsurpassed for growing Cottonwood. Price now $13 timber and land.

Brokers need not apply. Address P. O. BOX 788, Memphis, Tenn., Owners.

TEN TO TWO HUNDRED MILLION

As desired. Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

FOR SALE—925 ACRES HARDWOOD

Timberland, Yazoo County, Miss. Fifteen dollars per acre. Owner: FRANK A. CRITZ, West Point, Miss.

7,000-ACRE HARDWOOD TIMBER TRACT

This tract is located in North Carolina, and the railroad runs through the center; will cut strong 8,000 feet per acre of the finest grade hardwood; 15,000,000 feet yellow poplar; balance oak, ash, basswood, chestnut and hemlock; easiest proposition to operate that we have ever seen. For full particulars write M. A. ST. JOHN, 1617 Central Bank Bldg., Memphis, Tenn.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.
R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED

Hemlock, Pine, Basswood, Poplar, Spruce,
1 x 1¾" x 20 to 56" long.
For shook battens. May be S1S or S2S to ¾".
WIS. CABINET & PANEL CO., New London, Wis.

WANTED—QUARTERED WHITE OAK

1" 1st and 2nd and No. 1 Com., also vertical grain or rift, 8, 9 & 10' to 14' long, inclusive. Could use a few cars all 10'. Write fully describing stock for lengths and average widths. Pay Cash.
E. L. EDWARDS LUMBER CO., Dayton, O.

WANTED TO BUY

5 cars 2¾x4½—12' No. 1 oak poles.
3 cars 2x4x4x4—12' No. 1 oak poles.
5 cars 3x4½—12' No. 1 oak poles.
1 car 3x4—7' No. 1 oak reaches.
3 cars 1¼x2¼—4' 6 & 5' No. 1 oak handles.
2 cars 1½x2½—5' No. 1 oak handles.
2 cars 2x2—30" clear oak squares.
2 cars 2x2—30" clear gum squares.
5 cars 4/4 dry log run beech.
5 cars 6/4 log run hickory green.
5 cars 10/4 No. 1 Com. & better hickory.
5 cars 10/4 No. 1 Com. & better oak.
5 cars 6/4 log run locust.

We can furnish government order numbers on many of our orders. Let us know what you can furnish. THE PROBST LUMBER CO., Cincinnati, O.

WANTED—VENEER SAWDUST

of all kinds for carload shipments. Can take several carloads per week. Name price per ton on cars mill. Address with full particulars, "BOX 18," care HARDWOOD RECORD.

WANTED—OAK CROSS TIES

Switch ties, plank and timbers. Illinois and Indiana stock. GILLIS & COMPANY, Heyworth Bldg., Chicago, Ill.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

WANTED

1—10 cars 4/4 No. 2 Com. Ash rough
**1—10 cars 4/4 No. 3 C. Oak & Ash rough, D2S & Res
1—10 cars 4/4 sound wormy Chestnut
**1— 5 cars 4/4 No. 2 C. Basswood, Buckeye or B Poplar, rough, D2S & Res
**— 5 cars 4/4 No. 3 C. Basswood, Buckeye & Poplar, rough, D2S
**1—10 cars 6/4 No. 3 C. Basswood & Poplar, D2S & Res, Res rough
**1—10 cars 6/4 No. 2 & No. 3 C. Elm, Gum, Tupelo, D2S & Res, Res rough
**1— 5 cars 3/4 No. 2 & 3 C. Elm, Gum, Tupelo, D1S or rough

Can furnish government contract numbers for items marked **.

Quote F.O.B. car, mill or delivered Kane & Philadelphia rates.

MELL-VIALL LUMBER CO.,
Philadelphia & Kane, Pa.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 38 years experience.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

James D. Lacey Timber Co.

332 South Michigan Avenue, Chicago

LUMBER FOR SALE

ALFRED P. BUCKLEY
Lumber Commission
932 N. Broad St., Philadelphia, Pa.

The vast shipbuilding industry, in addition to its already large business in building, furniture, interior woodwork and R. R. lumber, make Philadelphia an attractive field. Hardwood Lumber is my specialty. Correspondence solicited.

REMEMBER KELLOGG'S CAIRO SERVICE

When you want mixed cars or quick shipments of Southern Hardwoods. KELLOGG LUMBER CO., Cairo, Ill.

TIMBER FOR SALE

FOR SALE—HARDWOOD STUMPAGE

Three and a half million feet gum, oak and cypress. Price $15,000.00, part on time. Located 5 miles from railway, over good public road. Lumber haul costs $4.00. Also 15 M capacity mill on land, in good condition, $1,500.00. Will sell with timber, or will sell timber without it. MRS. A. W. JONES & SON, Jones, La.

MACHINERY FOR SALE

FOR SALE

Veneer and sawmill plant complete and up to date, including Capital 12 ft. slicer with Westinghouse motor, Smith, Myers & Schnier veneer saw, Clark 7 ft. band sawmill, engines, boilers, etc. Will sell altogether or veneer mill separate. Address "BOX 126," care HARDWOOD RECORD.

A COMPLETE BAND SAWMILL

And planing mill for sale, consisting of two boilers, Clark engine, Clark 8' band mill, Mershon resaw, edger, slasher, automatic trimmer, dynamo and engine, steam log turner, loader, etc., complete filing room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed sawing in November, 1917. Will sell complete only. UNITED STATES SPRUCE LBR. CO., Marion, Va.

FOR SALE

3 semi-trailers, arranged for hauling and dumping hardwood lumber; will stand 10-ton load; have been used with Pierce-Arrow 5-ton tractors. If interested, communicate with the undersigned.

VICTOR TALKING MACHINE COMPANY,
Camden, New Jersey.

FOR SALE—CHEAP

2 large stave saws; 2 medium trip jointers; 1 large heading saw; 1 large double wheel jointer; 1 lath saw; 1 sawmill, capacity 15M daily, complete with boiler, engine, wood-saw, shafting, pulleys and belts. Address, HAMMER BROS., Hillsboro, Wis.

FOR SALE

6 ft. Fay & Egan band mill with 8" steam feed; steam nigger; steam kicker; trimmer and gang edger; 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

BUSINESS OPPORTUNITIES

WESTERN CANADA

Have you a product to sell through the lumber dealers of Western Canada? We can represent you as we are selling strictly lumber lines and are in direct touch with all dealers in Manitoba, Saskatchewan and Alberta. Now is the time to line up for 1918 business. Address, "BOX 14," care HARDWOOD RECORD.

WANTED TO CONTRACT

With responsible party owning a good band mill with capacity of forty to fifty thousand feet of Hardwood per day to cut by the thousand. Timber in Tennessee sufficient for ten to twenty years' run. Address, "BOX 17," care HARDWOOD RECORD.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. white, 4/4", good wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 16/4", 15 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

NO. 1 COM. 5/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR. 5/8"; **COM. & BTR.** black, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4-8/4", reg. wdth. & lgth., 8 mos. dry, nice stock. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS brown 4/4", 6" & up, 8-16', 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. & NO. 2 C., both 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BIRCH

FAS, sap, 12/4", good wdths., 14-16', 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4, 5/4, 6/4, 12/4 & 16/4"; **NO. 1 C.** 4/4, 5/4 & 6/4; **NO. 2 C.** 4/4 & 5/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS UNSEL. 6/4 & 8/4"; **NO. 1 C. UNSEL.** 5/4, 6/4 & 8/4"; **NO. 2 C. & BTR. UNSEL.** 10/4"; **NO. 1 & BTR. UNSEL.** 12/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 5/4-10/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & SD. WORMY 4/4". BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4", 10 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR., 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4-8/4", reg. wdth. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CYPRESS

NO. 1 SHOP & BTR., 4/4"-16/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 10/4 & 12/4", 14-16' dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 8/4, 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 4/4 & 12/4". FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN 8/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4 & 8/4"; **NO. 2 C. & BTR.,** 10/4 & 12/4"; **NO. 2 C.** 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. QTD. 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., over 4 mos. dry; **NO. 1 C. & BTR.,** 6/4, reg. wdth. & lgth., over 4 mos. dry; **NO. 1 & 2 C.** 5/4", reg. wdth. & lgth., over 4 mos. dry. HOWE LUMBER CO., Helena, Ark.

FAS 5/8 & 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS & NO. 1 C., both 4/4 & 5/4"; **NO. 2 C.** 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 4/4"; **NO. 1 C.** 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 6/4 & 8/4", reg. wdth. & lgth., over 5 mos. dry. HOWE LUMBER CO., Helena, Ark.

HARDWOODS FOR SALE

FAS 4/4, 5/4 & 6/4". **NO. 1 C.** 3/8, 4/4 & 5/4". RUSSE & BURGESS, INC., Memphis, Tenn.
NO. 1 C. 4/4 & 5/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—TUPELO

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh. Pa.
LOG RUN 4/4". FERGUSON & PALMER CO., Memphis, Tenn.
NO. 2 C. 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.
AN assortment of grades & thicknesses. JAMES E. STARK & CO., Memphis, Tenn.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS & NO. 1 C. 12/4", good wdths., 14-16', 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS 10/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.
STEPS 5/4 & 6/4"; **STEPS** 8/4", 10 & 11". THEO. FATHAUER CO., Chicago, Ill.
COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.
LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
NO. 2 COM. & BTR., 8/4" & thicker. KERRY & HANSON FLOORING CO., Grayling, Mich.
NO. 1 C. & BTR., 4/4 & 16/4". W. O. KING & CO., Chicago, Ill.
LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.
NO. 1 & 2 COM. 4/4", 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.
FAS 4/4-16/4", 6" & up, std. lgth., 10-15 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 1 C. & BTR. 3/4 & 4/4", good wdths., 14-16', 2 yrs. dry; **NO. 1 C.** 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. 4/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.
FAS 4/4 & 5/4". FERGUSON & PALMER CO., Memphis, Tenn.
FAS 5/4, 11-13". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; **NO. 1 C.** 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
FAS 5/4, reg. wdth & lgth. **NO. 1 C.** 4/4 & 5/4", reg. wdth. & lgth.; **NO. 2 C.** 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.
NO. 1 C. & NO. 2 C. 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR. 4/4—16/4", reg. wdth., std. lgth., 1 yr. and over dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

NO. 1 C. 8/4", good wdths. 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.
NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. 8/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.
FAS 4/4". FERGUSON & PALMER CO., Memphis, Tenn.
FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
FAS 5/8 & 12/4", reg. wdth. & lgth.; **NO. 1 C.** 4/4, 5/4, 8/4 & 12/4", reg. wdth. & lgth.; **NO. 2 C.** 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.
NO. 2 C. 4/4", 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.
COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 3/4 & 4/4", reg. wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.
SEL. 4/4". FERGUSON & PALMER CO., Memphis, Tenn.
NO. 1 C. 6/4". GAYOSO LUMBER CO., Memphis, Tenn.
DOG BDS. 3/8-5/8"; **FAS** 4/4"; **STRIPS** 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.
FAS STRIPS 4/4, 2½-3½", reg. lgth., over 6 mos. dry; **FAS STRIPS** 4/4", 6-7", reg. lgth., 3 mos. dry. HOWE LUMBER CO., Helena, Ark.
NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
CLEAR STRIPS 4/4", 2½-5½", 8-16'; **COM. STRIPS** 4/4", 2½-3½", 6-16'. PENROD, JURDEN & McCOWEN, Memphis, Tenn.
NO. 1 C. & BTR. 4/4-12/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark.
NO. 1 C. & BTR. QTD. R. & W. 4/4". FERGUSON & PALMER CO., Memphis, Tenn.
WORMY, mixed, 4/4", 10 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

POPLAR

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.
NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.
NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.
COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; **SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.**
LOG RUN 4/4", reg. wdths. & lgths. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. 4/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.
FAS 4/4 & 5/4"; **NO. 1 C.** 4/4-6/4"; **NO. 2 C.** 4/4-8/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.
FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FLOORING—MAPLE

CLEAR & NO. 1, 13/16x1½, 2", 2¼ & 3¼; 1 1/16x2¼; **PRIME** 13/16 & 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.
NO. 1, 3/8x1 1/2; 5/8x2¼; **CLEAR** 5/8x2, 5/8x2¼. T. WILCE CO., Chicago, Ill.

FLOORING

OAK

SEL. 5/8x1 1/2, 2" & 2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.
PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried: FAS, WHITE, 1/20", 1/16", 6" & up

wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind
ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneer, p & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

2,000,000 feet in all standard widths, grades and thicknesses, carried on hand at all times to supply your needs promptly.

Kerry & Hanson Flooring Co.
Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

VON PLATEN LUMBER CO.

IRON MOUNTAIN, MICH.

Manufacturers of Northern Hardwoods

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.
Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

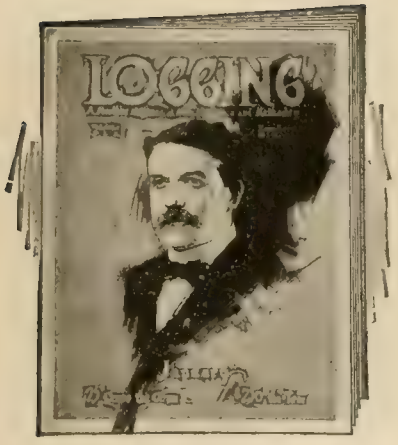
All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Story *of the* Third Appalachian Logging Congress

Appears in LOGGING for JANUARY 1918

instead of in December as previously announced.

The change is due to the postponement of the meeting making it impossible to hold the press long enough to get the story in the December number.



LOGGING dons a new dress with this January 1918 number, climbing right into a class with the most modern monthlies of general appeal. Send for a sample copy FREE.

CLYDE IRON WORKS

MANUFACTURERS OF QUICK-MOVING CLYDE LOGGING MACHINERY

DULUTH, MINN., U. S. A.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Savings effected through such factories as these go into better quality and consistently good service.

CENTRALIZE YOUR PURCHASES

The principles of factory economics demand the minimum of waste effort. Obviously effort can be saved by placing your orders as nearly as possible in one direction. Of course we can't supply the entire hardwood market, but with

Our own timber
Our own log transportation
Five big band mills
Half a dozen veneer machines
Big panel factory
Carefully trained labor that we have been able to keep

We **are** able to concentrate your shipments largely from one point.

We Cut 70,000,000 Ft. of Hardwoods a Year

A company handling your whole list or a large part of it can operate more economically and smoothly with minimum prices and maximum service for you. This economic truism holds in your business—why not in ours?

Try it out on your present needs, which we can supply in

All Southern Hardwoods
Rotary Gum Core Stock, Drawer Bottoms,
Built-up Panels, Cross Banding

Anderson Tully Company

Memphis, Tennessee

We aim to so care for our lumber after cutting that loss is minimized. You benefit as well as we.

STIMSON'S MILLS

Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber

and

Rotary Veneer

J. V. STIMSON, Huntingburg, Indiana

STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1½" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

NEW STANDARD 54-in. BAND RESAW.

BETTER THAN EXPECTED

a Specialty—Not a Side Line BAND RESAWS

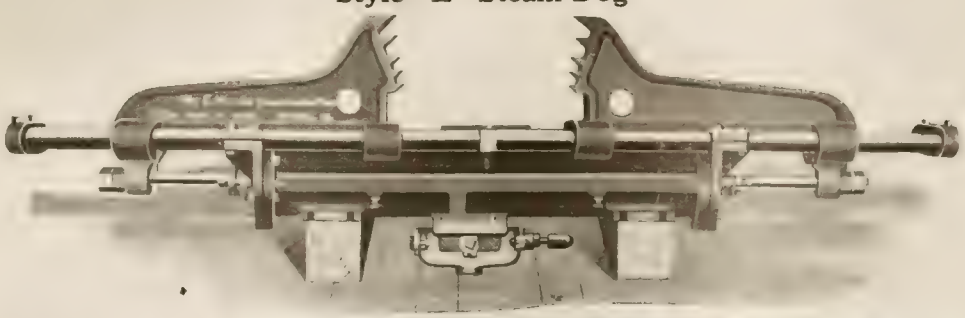
New York City, Jan. 9, 1917.

Gentlemen: The New Standard 54-in. Band Resaw purchased from you last year has given us entire satisfaction—**even more than we expected.** As soon as conditions permit we will install another. We have incurred no expense in connection with its operation or found any repairs necessary.

STAR BOX & LUMBER CO.

Wm. B. Mershon & Co., Saginaw, Mich.

Style "E" Steam Dog



Speed up the production of your cross-cut saw by using a Steam Dog. Several types made.

SEND FOR
HILL AND CURTIS
CATALOGUES

HILL-CURTIS COMPANY

Successor to Wm. E. Hill Co. and saw mill machinery business of Curtis Saw and Mill Machinery Co.

SAW MILL AND ALLIED MACHINERY
Kalamazoo **Michigan**

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, FEBRUARY 10, 1918

Subscription $2.
Single Copies, 15 Cents.

HELP

If you own any Walnut timber or know of anyone who has some suitable for making gun stocks to supply the boys who are going to Europe to fight for

UNCLE SAM

you will render a valuable service to the Government and your fellow Americans by telling us where the timber is located and how to reach the owner.

Walnut gun stocks are urgently needed to complete the necessary rifles for our army. The metal parts are being made on schedule but there is a serious shortage of stocks because the owners of Walnut timber are not offering it for their Country's use.

Our boys must have guns before they can go over and fight.

Tell us of any Walnut timber you know of and we will do the rest.

Let's all work together for the accomplishment of our one great purpose

WIN THE WAR

Penrod Walnut & Veneer Co.

Kansas City, Missouri

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK
CROSSBANDING
BUILT-UP PANELS and DRAWER BOTTOMS

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company
MEMPHIS, TENN.
Manufacturers of Southern Hardwoods, Veneers and Panels
(See inside back cover this issue)

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.
} MILLS {
Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Wistar, Underhill & Nixon
Real Estate Trust Building
PHILADELPHIA, PENNSYLVANIA
CHOICE DELTA GUM Dry and Straight

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yards
LOUISVILLE, KY.

Operating Eight Band Mills

FAYETTE, ALA. BRASFIELD, ARK FURTH, ARK
GUIN, ALA ALLPORT, ARK. GERBER, ARK

We have on hand a complete assortment, all grades and thicknesses, of the following woods.

Plain & Quartered White Oak	**Poplar**
Plain & Quartered Red Oak	**Ash**
Plain & Quartered Red Gum	**Hickory**
Plain & Quartered Sap Gum	**Elm**
Alabama Short Leaf Yellow Pine	**Cypress**

Write us for Quotations

Wood-Mosaic Co., Inc.

MAIN OFFICE: NEW ALBANY, INDIANA

Band Mills, New Albany, Ind., and Highland Park, Ky.
QUARTERED SAWN WHITE OAK VENEER
PLAIN RED AND WHITE OAK AND POPLAR [illegible]

PLAIN SYCAMORE
41,600′ [illegible] & B.

BASSWOOD
7,500′ [illegible] & B.

CHESTNUT
17,900′ [illegible]
[illegible]′ 4/4″ No. 1 Com.

WALNUT
[illegible]′ 4/4″ No. 1 Com.
35,200′ 5/4″ No. 1 Com.
[illegible] [illegible]
27,200′ [illegible]

HICKORY
16,800′ 4/4″ No. 2 C. & B., dry
9,300′ 5/4″ No. 2 C. & B., dry
16,300′ [illegible] 2 C. & B., dry
12,300′ [illegible] No. 1 & No. 2 Com.

MAPLE
25,200′ 4/4″ No. [illegible] & B.
[illegible] 8/4″ No. [illegible] & B.
10,500′ 10/4″ No. 1 C. & B.
5,200′ 12/4″ No. 1 C. & B.

BEECH
75,000′ 4/4″ No. 2 C. & B.,
[illegible]
100,000′ [illegible] 2 C. & B.,
[illegible]

ASH
38,500′ 4/4″ No. 1 C. & B.
[illegible] 5/4″ No. 1 C. & B.
36,700′ [illegible] 1 C. & B.
38,100′ [illegible] 1 C. & B.
31,100′ 10/4″ No. 1 C. & B.
91,600′ 12/4″ No. 1 C. & B.
33,300′ 16/4″ No. 1 C. & B.

Norman Lumber Company

Louisville, Ky.

FOR SALE

POPLAR

SAPS AND SELECTS	NO. 1 COM.
4-4 30,000 ft.	4-4 100,000 ft.
5-4 20,000 ft.	5-4 80,000 ft.
6-4 15,000 ft.	3-4 15,000 ft.
4-4 10 in. and up, 40,000 ft.	

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.

LOUISVILLE MILL

QUARTERED WHITE OAK
1 car 4/4″ 1s & 2s
6 cars 4/4″ No. 1 Com.
2 cars 4/4″ No. 1 Com., 10″ & up
2 cars 4/4″ No. 3 Com.
3 cars 4/4″ Clear Strips, 2 to 7½″ (widths piled separately)
2 cars 4/4″ Com. Strips, 2 to 3½″
1 car 4/4″ Sap Strips, 2 to 3½″
2 cars 5/4″ No. 1 Com.
1 car 4/4″ Sound Wormy
1 car 4/4″ No. 1 Com., 10″ & up

PLAIN RED OAK
1 car 10/4″ 1s & 2s
2 cars 5/4″ 1s & 2s
1 car 4/4″ 1s & 2s
2 cars 5/4″ No. 1 Com.
2 cars 4/4″ No. 1 Com
1 car 3/4″ No. 1 Com
1 car 3/4″ No. 2 Com
3 cars 4/4″ No. 2 Com.

POPLAR
1 car 5/8″ 1s & 2s
2 cars 5/8″ Saps, 6 to 11″
1 car 5/8″ Saps, 12″ & up
1 car [illegible]/4″ 1s & 2s
[illegible] cars 5/4″ No. 1 Com
2 cars 1/4″ No. 1 C. Sap & Sel
[illegible] cars [illegible]/4″ No. 1 C. & Bet
1 car 12″ Poplar Log

EASTERN KENTUCKY MILL

PLAIN WHITE OAK
5 cars 4/4″ Sound Wormy
[illegible] cars 4/4″ 1s & 2s
5 cars 4/4″ No. 1 Com.
2 cars 4/4″ No. 2 Com.

QUARTERED WHITE OAK
2 cars 4/4″ 1s & 2s
4 cars 4/4″ No. 3 Com.

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time money and trouble—through our dimension stock

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 55)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
10 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak
Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove, but in average of good qualities it would be hard to find a wood superior to oak.

B, C— (See page 5)
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 20)
We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR CO. Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region, west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 10)

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO., Manufacturer, Nashville TENNESSEE
Everything in lumber

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C SPECIAL
2 cars 4/4 1 & 2 & No. 1 Common Red Oak
5 cars 4/4 1 & 2 & No. 1 Common Chestnut
10 cars 4/4 & 5/4 1 & 2 & No. 1 Log Run, Sour Gum
ALTON LUMBER CO.
Buckhannon **WEST VIRGINIA**

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 11)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)

Band sawn lumber, thick stock and timbers. The texture of our mountain oak is famous. Try it.
VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak
BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

(*Cee page 50)

C. Crane & Co.
Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 64)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring.
WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See pages 44-50)
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainstcoting? Try it and then tell your customers about it.

(See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 20)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 54)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 53)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 51)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 61)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

No wood is more susceptible to the fuming process than oak, and both red and white oak are suitable for this process.

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

See page —
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 19)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

See page 12
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 17)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See pages 5-11-56)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices. Conway Building,
Manufacturer Chicago.

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 4/4" Clr. Qtd. Red Oak Strips, 2½-5½"
60,000' 4/4" FAS Qtd. Red Oak, 6" & up
100,000' 5/8" No. 1 Common Poplar
BEDNA YOUNG LUMBER CO.
Greensburg, **INDIANA**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 52)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

The shingle oak was not so named because it was particularly good for shingles, but because its leaves are so arranged on the twig that their edges overlap and occur in the order of shingles on a roof.

The Germans use some oak in their airplanes, but it is too heavy and brittle to give much service in that place.

(*See page 55)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 19)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
100,000 ft. 5/4 FAS Plain Red Oak
200,000 ft. 4/4 No. 1 Com. Plain Red Oak
300,000 ft. 5/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer **WINNFIELD, LA.**

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Fine Furniture Woods from Memphis

The Memphis district furnishes a considerable number of woods for furniture, but only three or four are of real importance. However, these few fill a prominent place in the Country's furniture industry. The oaks perhaps hold first place. Oak lumber comes from half a dozen species, some being white oaks, others red oaks. The common white oaks, which reaches its best development further north and east, extends its range over much of the Memphis district. Much of this oak is cut, holds its own wherever it goes. The forked-leaf white oak, often known as overcup oak, is more abundant and is marketed in large amounts and has an excellent reputation among furniture makers wherever it is known. Other white oaks of more or less importance in the region are post, bur, and cow oaks.

Three or four red oaks hold prominent places in trade, but the most abundant is the southern or Texan red oak, known frequently as spotted oak, because the bark is spotted. Other red oaks are known as water oak and willow oak.

Red gum clearly holds second place after oak as furniture wood in the Memphis region. Its rise in favor has been rapid and dates from the time when successful methods of seasoning it were worked out. Statistics of its use in furniture factories a few years ago would fall short of its present use. This wood when sent to Europe is known as satin walnut and hazel pine, the latter being the sapwood, the former the heartwood. It is the most popular and successful substitute for Circassian walnut which has become so scarce that it has nearly gone out of use and gum has taken its place.

Tupelo or cotton gum, often called bay poplar or simply bay, closely resembles yellow poplar and is frequently substituted for it.

Furniture factories that use ash and cottonwood procure much of their supply in the Memphis district.

Fine black walnut comes from that region, largely from the district west of the Mississippi, in Missouri, Arkansas, and Oklahoma; but much fine walnut is procured in Tennessee and Kentucky.

MEMPHIS

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS, 1"
75,000' No. 1 C., 1"
35,000' No. 2 C., 1"
30,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"
PLAIN WHITE OAK
20,000' FAS, 1"
50,000' No. 1 C., 1"
50,000' No. 2 C., 1"
15,000' FAS, 5/4"
15,000' No. 2 C., 5/4"
QUARTERED WHITE OAK
30,000' FAS, 1"
75,000' No. 1 C., 1"
18,000' No. 2 C., 1"
12,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
QUARTERED RED GUM
35,000' No. 1 C. & B., 6/4", sap no defect
75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS, 2"
20,000' No. 1 C., 2"
PLAIN RED GUM
38,000' FAS,. 1"
28,000' FAS, 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS 6/4"
30,000' No. 1 C., 6/4"
18,000' FAS, 2"
40,000' No. 1 C., 2"
SAP GUM
50,000' FAS, 1"
60,000' FAS, 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
75,000' FAS, 6/4"
75,000' No. 1 C., 6/4"

Coulson Lumber Co., Inc.

QUARTERED WHITE OAK
90,750' 1/4" 1s & 2s, Strips
733,435' 1/4" No. 1 Com
67,465' 4/4" No. 1 Com Strips
33,500' 5/4" 1s & 2s
50,800' 3/4" No. 1 Com.
29,720' 4/4" No. 1 Com.
44,160' 4/4" No. 2 Com.
PLAIN WHITE OAK
68,750' 4/4" No. 2 Com
PLAIN RED OAK
144,765' 4/4" 1s & 2s
97,360' 4/4" Selects
62,040' 1/2" No. 1 Com.
334,950' 4/4" No. 1 Com
34,820' 4/4" No. 2 Com.
PLAIN RED GUM
154,710' 4/4" 1s & 2s
112,265' 5/4" 1s & 2s
448,815' 4/4" No. 1 Com.
17,610' 5/4" No. 1 Com.
15,940' 6/4" No. 1 Com.
FIG QUARTERED RED GUM
50,515' 4/4" 1s & 2s
14,975' 4/4" No. 1 Com.
QUARTERED RED GUM
37,435' 4/4" 1s & 2s
4,500' 6/4" 1s & 2s
43,510' 8/4" 1s & 2s
59,660' 4/4" No. 1 Com.
3,000' 6/4" No. 1 Com.
21,350' 8/4" No. 1 Com.
GUM
272,392' 4/4" 13/17" Boxboards
71,030' 4/4" 1s & 2s Strips
469,210' 4/4" No. 1 Com. Sap
220,490' 4/4" No. 2 Com.
6,000' 5/4" No. 2 Com.
3,150' 6/4" No. 2 Com.
TUPELO
25,925' 4/4" 1s & 2s
2,430' 4/4" 18" and up, 1s & 2s
15,486' 4/4" 13/17" Boxboards

Russe & Burgess, Inc.

For immediate shipment

QUARTERED WHITE OAK
147,000' No. 1 Com. 4/4"
21,000' No. 2 Com. 4/4"
PLAIN RED OAK
58,100' FAS 4/4"
251,000' No. 1 Com. 4/4"
90,000' No. 2 Com. 4/4"
QUARTERED RED GUM
53,800' FAS 4/4"
46,500' No. 1 Com. 4/4"
50,000' FAS 5/4"
75,000' No. 1 Com. 5/4"
13,000' FAS 8/4"
12,500' FAS 12/4"
2,000' No. 1 Com. 12/4"
PLAIN RED GUM
30,000' FAS 5/4"
48,000' No. 1 Com. 5/4"
14,500' No. 2 Com. 5/4"
17,000' FAS 6/4"
13,000' No. 1 Com. 8/4"
SAP GUM
160,000' FAS 4/4"
145,000' No. 1 Com. 4/4"
121,000' No. 2 Com. 4/4"
183,000' No. 1 Com. 5/4"
86,000' No. 2 Com. 5/4"
93,000' FAS 6/4"
28,000' No. 1 Com. 6/4"
112,000' No. 2 Com. 6/4"

BELLGRADE LUMBER CO.

PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS, 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS, 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.
PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No. 1 C.
25,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

GEO. C. BROWN & CO.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"
SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1¼", Rift Sawn No Defect
78,000' No. 1 Com. & Btr., 2", Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3", Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. B., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 5/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

QTD. WHITE OAK
24,000' FAS, 4/4"
12,000' Sel. Com., 4/4", 6" & up
PL. WHITE OAK
12,000' FAS, 4/4"
130,000' No. 1 Com., 4/4"
35,000' FAS, 6/4"
45,000' No. 1 Com., 6/4"
15,000' No. 2 Com., 6/4"
14,000' FAS., 14/4"
PL. RED OAK
16,000' FAS, 4/4"
26,000' No. 1 Com., 4/4"
30,000' No. 2 Com., 4/4"
100,000' No. 3 Com., 4/4"
30,000' Sound Wormy, 4/4"
14,000' FAS, 5/4"
15,000' No. 1 Com., 5/4"
15,000' No. 2 Com., 5/4"
15,000' FAS, 6/4"
18,000' No. 1 Com., 6/4"
12,000' No. 2 Com., 6/4"
QTD. RED GUM
85,000' FAS, 8/4", sap no defect
120,000' No. 1 C., 8/4", sap no defect
85,000' FAS, 8/4"
172,000' No. 1 Com., 8/4"
PL. RED GUM
14,000' FAS, 4/4"
15,000' No. 1 Com., 4/4"
9,000' FAS, 5/4"
9,000' No. 1 Com., 5/4"
18,000' FAS, 6/4"
40,000' No. 1 Com., 6/4"
SAP GUM
15,000' Box boards, 4/4", wide
16,000' Box boards, 4/4", narrow
350,000' No. 1 Com., 4/4"
60,000' No. 2 Com., 4/4"
20,000' FAS, 5/4"
250,000' No. 1 Com., 5/4"
40,000' No. 2 Com., 5/4"
190,000' FAS, 6/4"
360,000' No. 1 Com., 6/4"

BROWN & HACKNEY, Inc.

Regular Widths and Lengths

BEECH
17,000' L. R., 4/4

COTTONWOOD
20,000' FAS, 6/4
125,000' Panel, 4/4, 10" & up, 4/4

CYPRESS
50,000' Selects, 4/4
24,000' Peeled, 4/4

ELM
50,000' No. 1 C. & Btr., 6/4
175,000' L. R., 12/4

RED GUM
150,000' No. 1 Com., 4/4
60,000' No. 1 Com., 5/4

SAP GUM
50,000' FAS, 5/4
80,000' Panel, 4/4, 10" & up, 4/4

QTD RED GUM
150,000' FAS, 8/4
100,000' No. 1 C. & Btr., 4/4

QTD SAP GUM
80,000' No. 1 C. & Btr., 5/4

SOFT MAPLE
[illegible]' L. R., 12/4

QTD WHITE OAK
15,000' FAS 4/4
50,000' FAS, 5/4 & 6/4
[illegible]' No. 1 Com., 4/4

PLAIN WHITE OAK
30,000' FAS, 4/4
15,000' FAS, 8/4
80,000' No. 1 C. & Btr., 8/4

PLAIN RED OAK
75,000' FAS, 4/4
100,000' FAS, 6/4
[illegible]' No. 1 Com., 5/4
100,000' No. 2 Com., 4/4

SYCAMORE
55,000' FAS, 5/4
17,000' No. 1 C. & Btr., 6/4

WILLOW
15,000' FAS, 5/4, all 12'
100,000' No. 1 C. & Btr., 5/4
[illegible]' FAS, 12/4

ANDERSON-TULLY CO.

The following are in regular widths and lengths

9,000' Clear, 4/4", 2½ to 5½", 8 to 16', 12 mos. dry
9,000' FAS, 5/4", 14 mos. dry
5,000' FAS, 6/4", 8 mos. dry.

PLAIN RED OAK
42,000' FAS, 5/4", 12 mos. dry
35,000' No. 1 C., 5/4", 12 mos. dry
8,000' No. 1 C., 6/4", 4 mos. dry

PLAIN WHITE OAK
8,000' FAS, 5/4", 6 mos. dry
9,000' No. 1 C., 5/4, 6 mos. dry
4,000' No. 1 C., 6/4", 4 mos. dry

RED GUM
12,500' FAS, 4/4", 2 mos. dry
13,000' No. 1 C., 4/4", 2 mos. dry

SAP GUM
11,000' FAS, 8/4", 2 mos. dry
4,500' No. 1 C., 8/4", 2 mos. dry

PLAIN RED OAK
21,000' FAS, 6/4", green
42,000' No. 1 C., 6/4", green
12,500' FAS, 8/4", green
6,000' No. 1 C., 8/4", green
15,000' FAS, 3", green

PLAIN WHITE OAK
8,000' FAS, 6/4", green
22,000' No. 1 C., 6/4", green
3,000' No. 1 C., 8/4", green.
9,500' FAS, 3", green
5,500' No. 1 C., 3", green

F.T. DOOLEY LUMBER CO.

WHITE ASH
1 car 1x6 to 8, FAS
2 cars 5/4x6 to 8, FAS
2 cars 6/4x6 to 10, FAS
2 cars 8/4x6 to 10, FAS
1 car 10-4x6 and up, FAS
2 cars 5/4x6 to 9, FAS, all 8 & 10'
3 cars 4/4x3" & up, No. 1 Com.
4 cars 5/4x3" & up, No. 1 Com.
2 cars 8/4x3" & up, No. 1 Com.
1 car 10/4x3" & up, No. 1 Com.
1 car 12/4x3" & up, No. 1 Com.

3,000' 20/4, Nos. 1 & 2 Com., bone dry, all 8'
Limited amount of Aeroplane Ash, 2" & Thicker

SOFT ELM
3 cars 8/4, No. 2 Com. & Bet.
2 cars 10/4, No. 2 Com. & Bet.
1 cars 12/4, No. 2 Com. & Bet
2,000' 16/4, No. 2 Com. & Bet.

SOFT MAPLE
2 cars 8/4, No. 2 Com. & Bet.
1 car 10/4, No. 2 Com. & Bet.
1 car 16/4, No. 2 Com. & Bet

Riel-Kadel Lumber Co.

One-tenth of one per cent of direct business secured represents the cost to one advertiser of a year's advertising in HARDWOOD RECORD. This is possible because HARDWOOD RECORD'S woodworking circulation has buying power made up of numerical strength and individual quality. Draw your own conclusions.

QUARTERED WHITE OAK
155,000' 4/4" FAS.
66,000' 4/4" No. 1 Com.
49,000' 4/4" No. 2 Com.
12,000' 4/4" Clear Strips, 5-5½"
57,000' 4/4" Com. Strips, 1½-4"
12,000' 5/4" FAS., 10" & up.

PLAIN WHITE OAK
128,000' 4/4" No. 1 Com.
148,000' 4/4" No. 2 Com.
36,000' 5/4" FAS.
117,000' 5/4" No. 1 Com.
70,000' 6/4" No. 1 Com.
63,000' 8/4" FAS.
126,000' 8/4" No. 1 Com.

PLAIN RED OAK
78,000' 3/4" No. 1 Com.
58,000' 4/4" FAS.
235,000' 4/4" No. 1 Com.
210,000' 4/4" No. 2 Com.
103,000' 5/4" FAS.
78,000' 6/4" FAS.
84,000' 6/4" No. 1 Com.

ASH
48,000' 4/4" No. 1 Com.
94,000' 5/4" No. 1 Com.
46,000' 6/4" No. 1 Com.
35,000' 12/4" FAS, 12" & up.

We also have an assortment of Gum, Poplar, Cottonwood and Cypress.

James E. Stark & Co., Inc.

Regular Widths and Lengths

QUARTERED WHITE OAK
2 cars FAS 4/4
1 cars Select 4/4

QUARTERED RED OAK
1 car Com. & better 4/4

QUARTERED RED & WHITE OAK
7 cars Sound Wormy Com. & btr. 4/4

PLAIN RED OAK
5 cars FAS 4/4
5 cars FAS 5/4

PLAIN RED GUM
1 car Com. and better 4/4
1 car Com and better 6/4

QUARTERED RED GUM
2 cars Com. and better 6/4

HICKORY
5 cars Com. and better 4/4
5 cars Com. and better 6/4
5 cars Com. and better 8/4
2 cars Com. and better 10/4
5 cars Com. and better 12/4
5 cars Com. and better 16/4

ELM
2 cars L. R., 4/4
1 car L. R., 16/4

Ferguson & Palmer Co.

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
50,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
80,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.

50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S.

Memphis Band Mill Co.

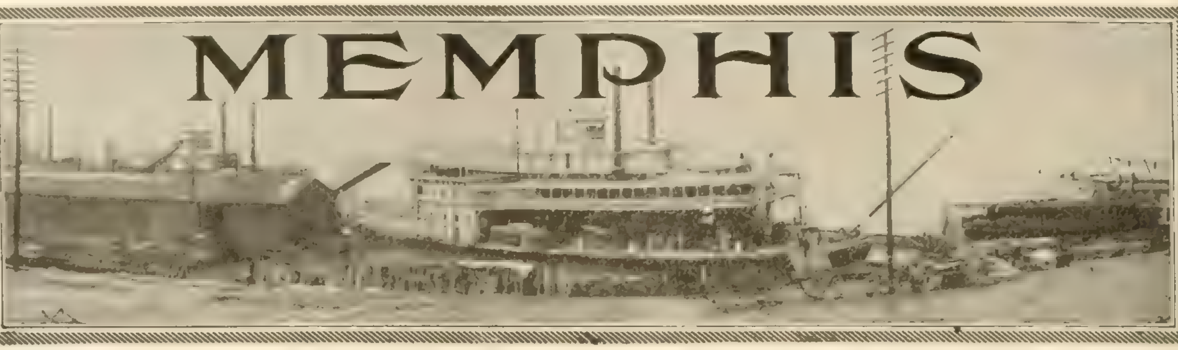
Paepcke Leicht Lumber Co.

Manufacturers
Southern Hardwoods

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.



SAP GUM
100,000′ 5/8″ No. 1 C. & Btr.
15,000′ 4/4″ Box Bds., 13-17″
175,000′ 4/4″ FAS, 6-12″
50,000′ 4/4″ FAS, 13-17″
125,000′ 5/4″ FAS.
40,000′ 6/4″ FAS.
225,000′ 4/4″ No. 1 C.
200,000′ 5/4″ No. 1 C.
80,000′ 6/4″ No. 1 C.

PLAIN RED GUM
12,000′ 3/8″ FAS.
45,000′ 4/4″ FAS.
15,000′ 4/4″ No. 1 C.
22,000′ 4/4″ No. 2 C.
100,000′ 5/4″ No. 1 C. & Btr.
45,000′ 6/4″ No. 1 C. & Btr.
30,000′ 8/4″ No. 1 C. & Btr.

QUARTERED RED GUM
45,000′ 8/4″ No. 1 C. & Btr.
45,000′ 4/4″ No. 1 C.

PLAIN WHITE OAK
45,000′ 4/4″ FAS.
30,000′ 4/4″ No. 1 C.
50,000′ 8/4″ No. 1 C. & Btr.

PLAIN RED OAK
75,000′ 4/4″ FAS.
45,000′ 4/4″ No. 1 C.

ASH
30,000′ 5/4″ No. 1 C. & Btr.
30,000′ 5/4″ No. 3 C.

MISCELLANEOUS
30,000′ 6/4″ Log Run Pecan.
40,000′ 12/4″ Log Run Maple.
30,000′ 4/4″ Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

PLAIN RED OAK
5,790′ 4/4″ FAS
135,544′ 5/4″ FAS
45,551′ 6/4″ FAS
72,540′ 8/4″ FAS
12,855′ 10/4″ C. & Bet
10,550′ 4/4″ No. 1 Com
362,007′ 5/4″ No. 1 Com
187,807′ 6/4″ No. 1 Com.
6,070′ 8/4″ No. 1 Com.
4,700′ 4/4″ No. 2 Com.
13,594′ 5/4″ No. 2 Com

QUARTERED RED OAK
18,140′ 4/4″ FAS.
16,945′ 4/4″ No. 1 Com.

PLAIN WHITE OAK
8,000′ 4/4″ FAS
4,109′ 5/4″ FAS
43,215′ 6/4″ FAS
82,045′ 8/4″ FAS
9,655′ 10/4″ C. & Bet.

101,483′ 12/4″ C. & Bet.
45,650′ 4/4″ No. 1 Com
33,425′ 5/4″ No. 1 Com.
161,980′ 6/4″ No. 1 Com
84,550′ 8/4″ No. 1 Com.
22,860′ 4/4″ No. 2 Com.
6,200′ 5/4″ No. 2 Com

PLAIN RED GUM
119,059′ 5/4″ FAS
160,787′ 6/4″ FAS
242,976′ 5/4″ No. 1 Com.
269,937′ 6/4″ No. 1 Com.

QUARTERED RED GUM
117,856′ 6/4″ FAS
130,000′ 8/4″ FAS

PLAIN SAP GUM
175,055′ 4/4″ FAS
543,000′ 5/4″ FAS
220,000′ 6/4″ C. & Bet.

QUARTERED SAP GUM
241,140′ 8/4″ FAS

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

QTD. WHITE OAK
15,000′ FAS, 4/4″ regular widths & lengths
100,000′ No. 1 Com., 4/4″, regular widths & lengths
40,000′ Clear Strips, 4/4″, 2-5½″, regular length
35,000′ Com. Strips, 4/4″, 2-3½″, regular length.

Regular widths and lengths
PL. WHITE OAK
115,000′ No. 1 Com., 4/4″
200,000′ No. 2 Com., 4/4″
35,000′ No. 1 Com., 5/4″
13,000′ FAS, 8/4″
18,000′ No. 1 Com., 8/4″
50,000′ No. 1 Com. & Btr., 12/4″

PL. RED OAK
200,000′ No. 1 Com., 4/4″
200,000′ No. 2 Com., 4/4″
23,000′ FAS, 5/4″
52,000′ No. 1 Com., 5/4″
18,000′ No. 1 Com. & Btr., 8/4″

MAPLE
50,000′ Log Run, 12/4″

CYPRESS
11,000′ Log Run, 4/4″

ELM
3,000′ Log Run, 12/4″

PL. RED GUM
9,000′ FAS, 4/4″
65,000′ No. 1 Com., 4/4″
12,000′ No. 1 Com., 5/4″

PENROD-JURDEN & McCOWEN, Inc.

Regular Length, Dry
WHITE ASH
2 cars 1s & 2s, 4/4″, 6″ & up
3 cars 1s & 2s, 5/4″, 6″ & up
1 car 1s & 2s, 6/4″, 6″ & up
2 cars 1s & 2s, 8/4″, 6″ & up
2 cars 1s & 2s, 10/4″ 6″ & up
2 cars 1s & 2s, 12/4″, 6″ & up
2 cars 1s & 2s, 16/4″, 6″ & up
1 car 1s & 2s, 20/4″, 6″ & up
2 cars 1s & 2s, 12/4″, 12″ & up
2 cars 1s & 2s, 16/4″, 12″ & up

Regular Width and Length
15 cars No. 1 Com., 4/4″
3 cars No. 1 Com., 5/4″
2 cars No. 1 Com., 6/4″
5 cars No. 1 Com., 8/4″
1 car No. 1 Com., 10/4″
1 car No. 1 Com., 12/4″

Regular Length
1 car Strips, 4/4″ 2½-5½″
1 car Strips, 5/4″, 2½-5½″
2 cars Shorts, 4/4″, reg. width, 4′-6′
1 car Shorts, 5/4″, reg. width, 4′-6′

MAPLE
3000′ L. R., 4/4″ reg. wdth. & lgth.
3000′ L. R., 12/4″, reg. wdth. & lgth.

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
12,000′ FAS, ¾″
12,000′ FAS, 1″
17,000′ No. 1 Com., ¾″
25,000′ No. 1 Com., 1″
48,000′ Clr. Strips, S. N. D., 1x2½ to 3½″
9,000′ Clr. Strips, S. N. D., 1x4 & 4½″

QUARTERED RED OAK
22,000′ FAS, 1″

PLAIN RED OAK
59,000′ FAS, 1″
21,000′ FAS, 1¼″
60,000′ No. 1 Com., 1″
12,000′ No. 1 Com., 1¼″
70,000′ No. 3 Com., -″

ELM
50,000′ Log Run, 1″
63,000′ Log Run, 2″
15,000′ Log Run, 3″
85,000′ Log Run, 4″
25,000′ No. 3 Com., 1″

QUARTERED BLACK GUM
60,000′ No. 1 Com. & Bet., 1″

PLAIN BLACK GUM
20,000′ Log Run, 1″

MAPLE
100,000′ Log Run, 4″

QUARTERED RED GUM
74,000′ FAS, 1″
38,000′ No. 1 Com., 1″

PLAIN RED GUM
15,000′ FAS, 1″
35,000′ No. 1 Com., 1″
13,000′ No. 1 Com., 1¼″

PLAIN SAP GUM
15,000′ FAS, 1″
20,000′ FAS, 1¼″
36,000′ No. 1 Com., 1¼″

CYPRESS
150,000′ Shop, 1″
72,000′ Shop, 1¼″
85,000′ Shop, 1½″
80,000′ Shop, 2″
80,000′ Pecky, 1″

Stimson Veneer & Lbr. Co.

Regular widths—Thoroughly air dried
QUARTERED WHITE OAK
100,000′ 1st & 2nd, 3/4″, 6″ to 7¾″ wide
193,000′ No. 1 Com., 3/8″
350,000′ No. 1 Com., 5/8″
195,000′ No. 1 Com., 3/4″
121,000′ No. 2 Com., 3/4″

PLAIN WHITE OAK
143,335′ No. 2 Com., 3/4″

PLAIN RED OAK
15,250′ 1st & 2nd, 1/2″
200,000′ No. 1 Com., 5/8″

QUARTERED RED GUM
(Figured Wood)
14,000′ No. 1 Com., 4/4″
(Figured Wood)

PLAIN RED GUM
13,200′ No. 1 Com., 4/4″

QUARTERED RED GUM
(Plain Wood)
123,000′ 1st & 2nd, 4/4″
197,000′ No. 1 Com., 4/4″

PLAIN RED GUM
369,000′ 1st & 2nd, 4/4″
474,000′ No. 1 Com., 4/4″

QUARTERED SAP GUM
76,870′ 1st & 2nd, 6/4″
77,220′ 1st & 2nd, 8/4″
53,955′ 1st & 2nd, 10/4″
21,190′ 1st & 2nd, 12/4″
19,000′ No. 1 Com., 4/4″
10,760′ No. 1 Com., 6/4″
22,900′ No. 1 Com., 8/4″
9,400′ No. 1 Com., 10/4″
11,640′ No. 1 Com., 12/4″

SAP GUM
(Special Widths)
1,000,000′ No. 2 Com., 4/4″
44,680′ Box Boards, 4/4″, 9″ to 12″ wide
500,000′ 1st & 2nd, 4/4″
1,000,000′ No. 1 Com., 4/4″

R. J. DARNELL, Inc.

Send in your order now for

SAP GUM
16,000′ 5/8″ No. 1 Com. & Btr.
18,000′ 4/4″ 1s & 2s.
28,000′ 4/4″ No. 1 Com.
45,000′ 4/4″ No. 2 Com.
14,000′ 4/4″ No. 3 Com.
53,500′ 5/4″ 12″ & up, 1s & 2s
244,000′ 5/4″ Com. & Btr.
29,000′ 5/4″ No. 2 Com.
10,000′ 4/4″, 9 to 12 Box Boards
6,500′ 4/4″, 18″ & up, Panel

RED GUM
25,000′ 4/4″ 1s & 2s, Plain
38,000′ 4/4″ No. 1 Com., Plain
23,000′ 4/4″ 1s & 2s, Qtd.
112,000′ 4/4″ No. 1 Com. Qtd.
53,000′ 4/4″ 1s & 2s, Qtd. Fig.
25,000′ 4/4″ No. 1 Com. Qtd. Fig.
22,000′ 5/4″ 1s & 2s, Plain
84,000′ 5/4″ No. 1 Com., Plain
22,500′ 5/4″ 1s & 2s, Qtd.
35,000′ 5/4″ 1s & 2s, Plain.
500′ 6/4″ 1s & 2s, Plain
4,600′ 6/4″ No. 1 Com., Plain
47,600′ 6/4″ 1s & 2s, Qtd.
41,500′ 6/4″ No. 1 Com. Qtd.
29,700′ 8/4″ Qtd., sap no defect
14,100′ 8/4″ 1s & 2s, Plain
21,300′ 8/4″ No. 1 Com., Plain
201,000′ 8/4″ 1s & 2s, Qtd.
104,000′ 8/4″ No. 1 Com., Qtd.
33,000′ 12/4″ Qtd.

OAK
35,000′ 4/4″ 1s & 2s, Plain Red
50,000′ 4/4″ Com. & Btr., Sound Wormy
36,000′ 5/4″ 1s & 2s, Plain Red
35,000′ 6/4″ Step Plank
12,000′ 5/4″ No. 1 Com. Plain Red

The Mossman Lumber Co.

Quality GUM

STRAIGHT FLAT and BRIGHT

The most modern hardwood operation in the world

Mills:
MOORHEAD, MISS.

Sales Office:
CINCINNATI, OHIO

General Office:
Bank of Commerce & Trust Bldg., MEMPHIS

The Kraetzer-Cured Lumber Co.

Attention WHITE ASH *Consumers*

Our plant adds a unique feature to the lumber industry, as we manufacture and specialize exclusively in WHITE ASH.

We carry all grades and thicknesses adapted to all requirements—including aeroplane construction.

Give us an opportunity of demonstrating why it pays to deal with a "Specialist" in this particular wood.

RIEL-KADEL LUMBER COMPANY

MEMPHIS, TENNESSEE

JOE THOMPSON
President

Cable Address
"TOMKATS"

HERMAN KATZ
Vice-President

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

LUMBERMEN'S UNDERWRITING ALLIANCE

U. S. EPPERSON UNDERWRITING COMPANY
ATTORNEY IN FACT

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SUITE 1114-19 R. A. LONG BUILDING

KANSAS CITY, MO., January 1, 1918.

TO SUBSCRIBERS LUMBERMEN'S UNDERWRITING ALLIANCE:

THIRTEENTH ANNUAL REPORT

It is with no little satisfaction that we place before you our excellent Financial Statement and Annual Report for the year just closed.

In the face of the enormous increase of hazards due to WAR conditions our average saving for the year has been 31.78% of the earned premium.

Notwithstanding the fact that within the year 1917 we have disbursed to subscribers $142,183.45 as Savings Dividends, our Surplus and Re-insurance Reserve shows an increase of $199,620.90 at this date.

The ALLIANCE now carries insurance on Six Hundred and Twenty-four properties, amounting to $49,292,357.17, being an increase of insurance in force for the twelve months of $9,013,435.53, and a net increase of Sixty-seven subscribers.

OUR READY RESOURCES.

Cash in Banks		$ 704,407.18
High Grade Bonds and Accrued Interest		381,101.59
Accounts Receivable, Premium Deposits in Course of Collection, etc		137,769.20
Total		$1,223,277.97
Less Losses in Process of Adjustment	$56,452.44	
Due U. S. Epperson Underwriting Co., Attorney	$26,483.41	82,935.85
SURPLUS and RE-INSURANCE RESERVE		$1,140,342.12
This item consists of amounts to the credit of subscribers' accounts which remain after having disbursed to them in the thirteen years' existence of the ALLIANCE—		
SAVINGS DIVIDENDS returned		$ 967,969.75
FIRE LOSSES paid		$3,382,784.44

The extraordinary menaces threatening the properties in 1917 will be just as acute in 1918—or until the end of the WAR. Now that the Government has taken over the railroads and has already taken off many passenger trains in order that the crews may be put into freight service, the inspection work will be rendered much more difficult than heretofore, but we shall do our best to make our service as regular and prompt as possible.

The issuance of our **FIRE BULLETINS** will be continued. We have known from the first that many of our subscribers considered them very helpful in securing the kind of care and vigilance which makes for a lower fire ratio and therefore for lower cost insurance. The hundreds of commendatory letters received last year, however, leave no possibility of doubt as to the increased value placed upon this service by plant owners and managers generally during the present emergency. Permit us to urge that these publications be made to do the greatest good to the largest number through the distribution at all plants of each issue to those responsible for the safeguarding of the various departments. The co-operation of our subscribers during the year 1917, which permitted us to make this excellent showing, must not be abated if the same good results are to be attained in 1918.

Very truly,

U. S. Epperson,
President.
U. S. EPPERSON UNDERWRITING COMPANY,
Attorney and Manager,
Lumbermen's Underwriting Alliance.

USE-P

THIS INSURANCE IS AVAILABLE TO OWNERS OF ELIGIBLE PLANTS. FOR PARTICULARS WRITE

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1116 R. A. Long Bldg. Kansas City, Mo.

Long-Knight Lumber Company

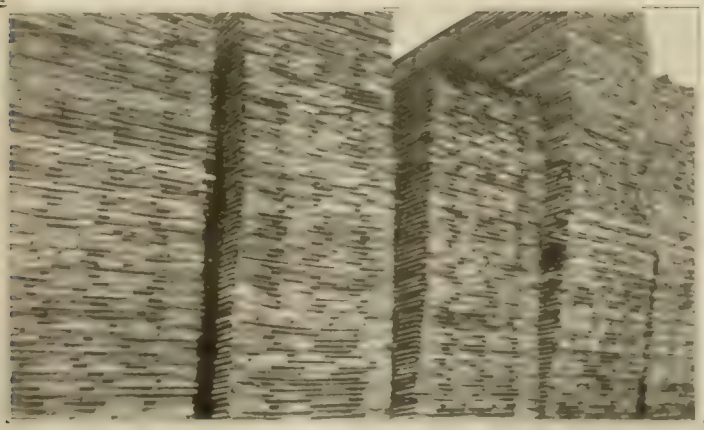
WALNUT

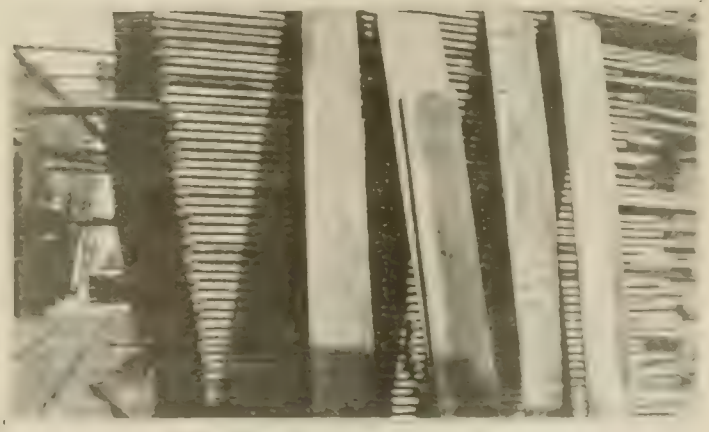
4-4 1s & 2s, 15,000 ft.
5-4 1s & 2s, 2,500 ft.
6-4 1s & 2s, 1,000 ft.
4-4 No. 1 Com., 125,000 ft.
4-4 No. 2 Com., 100,000 ft.
2 in. No. 1 Com. & Bet., 40,000 ft.
5-4 No. 1 Com., 8,000 ft.
5-4 No. 2 Com., 15,000 ft.
6-4 No. 1 Com., 15,000 ft.
5-4 No. 2 Com., 20,000 ft.

MISCELLANEOUS

1-28 in. American Walnut, 850,000 ft.
1-28 in. Mahogany Veneers, 500,000 ft.
1-28 in. American Butt Veneers, 300,000 ft.

INDIANAPOLIS **INDIANA**





All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

"Running Rehauls Thru the Rough"

That's the title of the timely tale which will be the "headliner" in LOGGING for FEBRUARY.
It tells how Shep. Bridgewater runs his rehauls thru heavy scrub oak in logging the Groveton Mill of Trinity County Lumber Co. at Groveton, Texas. You should read this story—and all the other good things in this number!
Let us send you a FREE COPY.

CLYDE IRON WORKS
Duluth, Minn.
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Designed for mountain logging and other conditions under which ground skidding is impossible. Costs less, needs a smaller crew, gives greater **working** time and larger capacity than any other similar machine on the market.

Full Details on Request

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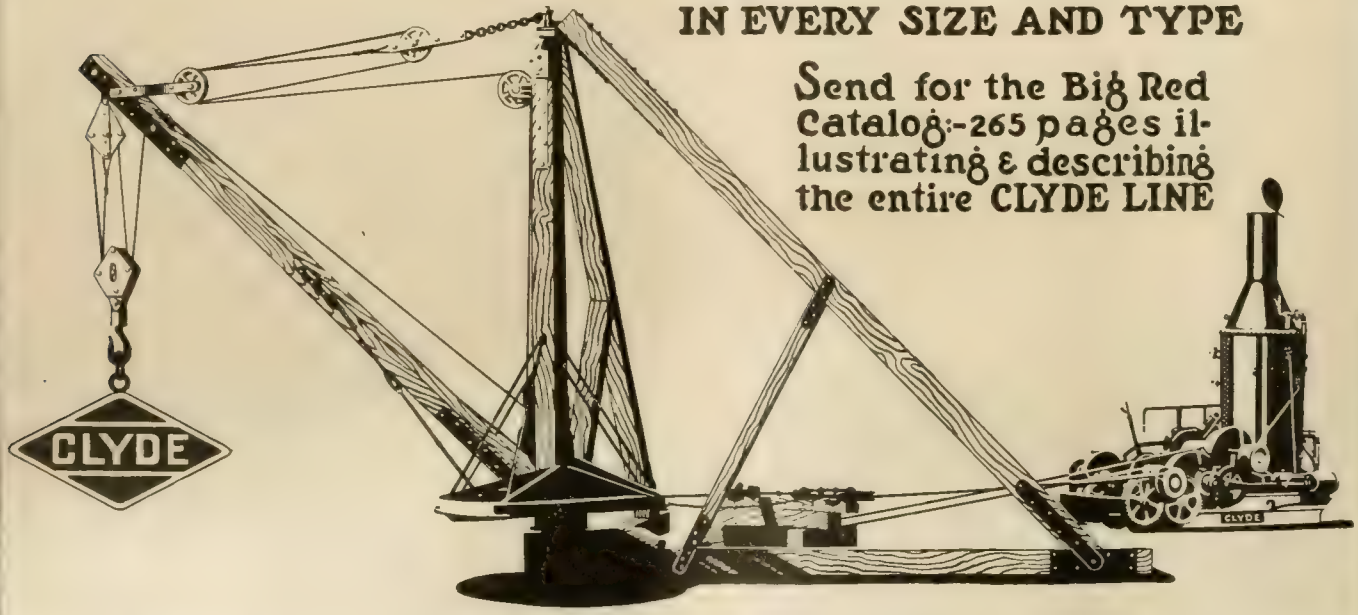
BUILT FOR EVERY DUTY IN EVERY SIZE AND TYPE

Send for the Big Red Catalog:-265 pages illustrating & describing the entire CLYDE LINE



CLYDE IRON WORKS: HEAD OFFICE & FACTORY DULUTH, MINNESOTA, U.S.A.

A PATRIOTIC DUTY

Let us now put National Necessities above individual interests as far as practicable and do our utmost to help win the War by keeping up maximum production, conserving raw materials and investing some surplus cash in Government securities. The Lumber Industry has made a very satisfactory showing so far, both as to furnishing immense quantities of construction material and also recruiting a large body of skilled men comprising the Forestry Regiments of our expeditionary forces to France. May this good work continue until American principles and the cause of Democracy have been fully vindicated and a permanent peace established among the Nations.

Himmelberger-Harrison Lumber Company
Cape Girardeau, Mo.

Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY
Originators of Ground and Overhead Steam Logging Machinery
CHICAGO 96 Liberty Street, NEW YORK SEATTLE
New Orleans: Woodward, Wight & Co., Ltd.
Canada: Canadian Allis-Chalmers, Ltd., Toronto

Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

IN THE

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity—75,000 Feet

BAND MILL
Little Rock, Ark.

CIRCULAR MILLS
Emory, Ark. Watrous, Ark.

High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

Prompt Shipments of
White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

ordinary accumulation of snow now on the ground increases the probability that the spring floods will be destructive.

It is beyond the power of man to prevent floods under existing circumstances, but persons whose business interests are threatened can take advantage of the brief period to prepare. Proper preparation made in advance may prevent great loss. It is hardly necessary to sound the warning, for the danger is fully apparent to all interested parties and they have time to take necessary measures to protect their property, though the time may be short. February often brings warm rains and general thaws, and March most certainly will bring them.

More Fact Than Facetious

LUMBERMEN CAN MEASURE IN TERMS OF DOLLARS the truth in a recent editorial in the *American Builder*, the purport of which is that if lumber quantities were spoken of in larger units than the board foot, the public at large would not be deceived by scarehead reports of government needs for wood and wood products. The editorial comments on the way the newspapers thrilled and scared the public with figures on Uncle Sam's lumber requirements for shipbuilding.

"Six hundred million feet," it was scareheaded, would be needed! And the newspaper paragrapher drew conclusions immediately that hardly a stick would be left over for home building, barn building, etc. "Six hundred million feet! Gee whiz! That's certainly a lot of lumber!"

"Well, so it is, but how much of our total lumber production is it? Exactly one-and-one-half per cent."

The editor of *American Builder* draws the conclusion that the construction of necessary buildings is being prevented right now because the public has been fed up on big figures which they do not understand, and that prospective builders are being scared away from building by extravagant statements of Uncle Sam's drain upon our lumber resources.

The editorial suggests that lumbermen and builders should get together and devise a new unit of measure for bulk transactions and rather facetiously suggests taking as the unit of lumber the amount used in an average sized house. Thus government figures of shipbuilding would read: 24,000 "houses" of lumber were required for this purpose.

The point he makes though is a very pertinent one, and brings us back to the often discussed condition surrounding the relation between lumber and the lay mind. People do not know lumber and never will until the lumbermen tell them something about it. Lumbermen are suffering every day from just such causes as this. Lumbermen will continue to suffer until they have gotten over to the public sympathy winning propaganda of a sincere and honest nature not merely for the purpose of counteracting adverse influence of substitutes, but rather that the public may understand lumber and thus of its own accord have more sympathy for it and use more of it.

Blow Aimed at Military Prussia

IT IS NOT THE CUSTOM of the Chamber of Commerce of the United States to take hasty and spasmodic action, for that organization contains five hundred thousand of the prominent business men of this country. It acts slowly and with deliberation, and when it acts, the action is backed by tremendous force. For that reason, the referendum vote commenced on January 14 is significant. On that day the chamber began taking the vote of its members on a matter that bodes no good to the military caste in Germany. If the vote is in the affirmative, it will serve notice on the business men of Germany that they cannot establish after-war trade relations with the business interests in the United States represented by members of the National Chamber of Commerce, unless Germany shall establish a government responsible to the German people. That means, of course, that so long as the present military caste in Germany, or any similar caste, is in power, trade with America will be practically impossible.

This action has not been taken in a spirit of retaliation or revenge. It is not for the purpose of punishing Germany for its past sins, but the object is to prevent future sins of the same sort. It aims to overthrow the military rule that for forty years has gripped Germany, and to establish in its place a government responsible to the German people. It is expected to help do this by notifying the business men of Germany that if they want to do business with us, they must put in power a government that is not military.

The reason assigned for this action is that Germany's foreign trade enabled it to prepare for the present war, and that the military government used the foreign trade for that purpose. Now, if the same military power remains in control after the present war, it would begin to make preparations for another war and would draw stores and materials from us for that purpose. Therefore, it is proposed that Germany shall provide a government that can be trusted, or do without American products.

It is believed that a measure like this, openly and honestly announced in advance, will have its effect in Germany. If the business men there know that the professional soldier must no longer run their government, or else trade with us is at an end, it will have its influence in helping the Germans to rid themselves of their military caste and to substitute a government representing the people. To that extent it will help the Germans help themselves, and ultimately they will be thankful for it, though at first, no doubt, the action of the National Chamber will be roundly denounced by the kaiser's government as an interference with the internal affairs of Germany.

The circulation of the National Chamber's decision in Germnay, if the vote shall be affirmative, as it doubtless will be, will have difficulties to overcome. Of course, the German censors would not let the news pass; but it would gradually filter in from neutral countries and it would not take long for every business man in Germany to hear of it. Possibly it was in anticipation of this action by the National Chamber of Commerce that President Wilson said in his statement of our war aims that it might become necessary, in certain contingencies, to restrict Germany's trade with the United States after the war.

Collecting Excess Profits Taxes

IN VIEW OF THE FACT that the collection of excess profits taxes in lump sums would often work a serious hardship upon the industries affected, considerable support has developed for the movement to have the government collect these taxes in instalments.

The profits shown on the books of a normal, growing company, especially in the hardwood business, are seldom "cash money"; in most instances they are due to appreciation in value of lumber stocks; to the inventory values of timber, mills and other materials and accessories; and to accounts on the books—all good and collectible, but not actually banked money.

The concern which has had a good year, even a highly profitable year, cannot immediately convert its numerous assets into cash. Lumber is not always a liquid asset, even when the demand for it is good, and sales are made readily at satisfactory prices, because the railway's delays and the condition of the buyer must be taken into account in converting the material into cash.

To demand of a lumber company which is financing the operation of numerous mills and the purchase of large lots of lumber—much of which, possibly, is to be used in war work of special value to the government—that it pay its excess profits taxes immediately, is to say that it must handicap itself severely in the conduct of its business. It may even have to borrow the money to pay the taxes on its book profits—profits which are certainly there, but not in a form which makes the payment of taxes convenient.

Inasmuch as the average lumberman must make full use of his line of credit for the financing of his regular operations, paying taxes with borrowed money is a method which does not commend itself from all angles. It is possible that the necessities of the government do not require the immediate collection of profits taxes, and if this is the case, it is to be hoped, for the benefit of business in general and the hardwood trade in particular, that the divided payment plan may be given official approval.

Chicago Lumbermen's Annual Meeting

The forty-ninth annual meeting of the Lumbermen's Association of Chicago was held January 21 at Hotel Sherman, Chicago. The meeting was in the Gray room, and was called to order at four o'clock in the afternoon. The attendance was large.

This association has the distinction of being the oldest of the lumber associations of the United States, and lacks only one year of rounding out the half century mark. In the absence of the president, Edward L. Thornton, the meeting was called to order by the vice president, F. B. McMullen of the McMullen-Powell Lumber Company.

The address prepared by the president was read by Secretary Hooper. It contained instructive statistics covering lumber matters in Chicago during the past year. The total receipts of lumber in Chicago in 1917 were 3,354,117,000 feet; of shingle 611,721,000 by rail and water. The lumber receipts by water totaled 86,707,000. There was substantial increase in the receipts of both lumber and shingles in 1917 compared with the preceding year. The city consumption of lumber last year was 1,806,106,717. The association was gratified to learn that Chicago's lumber business in 1917 broke all records.

There was a slight falling off in total membership. The year commenced with 330, added 26, and lost 43. Those lost by death were John D. Ross of the Brooks & Ross Lumber Company, March 3; George D. Burgess of Russe & Burgess, April 30; Arthur Nollau of Nollau & Wolff Manufacturing Company, December 30.

George D. Griffith, treasurer of the association, filed a report of finances for the year:

Balance Jan. 1, 1917	$ 262.63
Receipts during the year	29,879.17
Total	$30,141.80
Disbursements	30,113.08
Balance	$ 28.72

Committee Reports

The standing committees presented their reports showing the status of business in the several fields.

George J. Pope is chairman of the inspection committee, but he was unavoidably absent and Secretary Hooper read the report, showing that 280 claims had been adjusted for the members of the association at an average cost of $6.50 per claim. Inspection work was slack early in the year, and the bureau shows a shortage of $255.86. The hope was expressed that the bureau would be self-supporting in the future, and that the members of the association should make full use of the bureau's facilities.

The report of the arbitration committee was presented by G. A. Van Ness in the absence of the chairman of the committee, George P. Rinn.

During the year seven cases were decided by the committee without expense to any of the parties, and to their satisfaction, with one exception, which came before the special arbitration committee and after a decision had been rendered this was referred to the committee on appeals by the contestants, and after its decision by that committee, was sent back to the committee on arbitration. Four more cases are waiting to be heard.

F. B. McMULLEN, VICE-PRESIDENT.

E. E. HOOPER, SECRETARY.

C. H. WORCESTER, DIRECTOR.

The membership committee's report was read by the chairman, Wilson Martin, and showed a gain of 26 and a loss of 43, meaning a net loss of 17.

Percival S. Fletcher, chairman of the traffic committee, reviewed the work for the year. The many changes in rates and other traffic matters made this committee's work of much importance.

The entertainment committee's chairman, J. L. Lane, made an entertaining report of the good things done for the enjoyment of the members of the association.

The Division Reports

Reports from the different divisions were next in order. L. W. Crow of the Mears-Slayton Lumber Company, chairman of Division A, reached the meeting barely in time to make his report. He had just arrived from Washington, D. C., on a train that was eight hours late. He told of affairs in the nation's capital, particularly in regard to the interests of lumbermen.

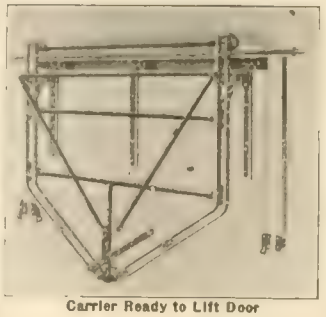
There was no report by Division B of the hardwood yards, the chairman, Edward C. Schoen, being unavoidably absent.

A. C. Quixley, chairman of the hardwood wholesalers, spoke for Division C and reported that twenty-one meetings had been held and much work done.

The pine wholesalers were represented by Division D, of which Charles B. Flinn is chairman. This division's business was in a satisfactory condition.

Seth E. Barwick, chairman of Division E represented the manu-

Dry Kiln Door Carrier Co.


Carrier Ready to Lift Door

SAVE Heat, Time, Trouble, Money

by using the

Door Carrier System

THOUSANDS ARE IN USE

THEY OPERATE PERFECTLY

on doors of any size, on

OLD OR NEW KILNS

INDIANAPOLIS, IND.

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

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DEATH!
TAXES!
CAR SHORTAGES!

You cannot get away from the first two—

BUT

You can avoid the latter by placing your orders with us

NOW.

We have a complete stock of High Grade Southern Hardwoods in all grades and thicknesses, and are in a position to make immediate shipment of straight or mixed cars.

You are facing the most serious car shortage in the history of the country. Anticipate your requirements now

Wire or Write Us for Prices

Baker-Matthews Lumber Co.

1314 Fisher Building
CHICAGO

YOU

Don't have to make claims on our shipments. We keep the doubtful boards.

SATISFY YOURSELF

Your inspector, your shop foreman, with the uniformly high grades of our perfectly manufactured stock.

Oak, Gum, Ash, Elm, Cottonwood, Hickory

EVERYTHING IN SOUTHERN HARDWOODS

Tell us to quote you. Then wire us to ship.

Beaumont Lumber Co.

BEAUMONT, TEXAS

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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO
Telephones: Harrison 8086-8087-8088

Vol. XLIV - CHICAGO, FEBRUARY 10, 1918 No. 8

Review and Outlook

General Market Conditions

WITHIN THE PAST THIRTY DAYS there have been conventions of hardwood men which altogether have involved practically the entire hardwood manufacturing trade. In no case has there been the slightest pessimism or the slightest uncertainty of future strength expressed.

Conventions in the North have taken in all northern hardwood producing territories. Conventions in the South have taken in men from the extreme southwest and from the extreme southeast in the hardwood belt.

Opinions expressed at these meetings were neither boastful nor ambiguous. Formally prepared reports on conditions as well as privately expressed analyses of the present and prospects for hardwoods were firm and conservative and prognostications were based on definite things and definite facts.

Some hardwoods will not in themselves have sufficient strength to climb to abnormal heights, but the list as a whole is in so great demand and the supply, not only for the present but as promised for the future, is so restricted that the few weak sisters will be easily buoyed up by the strength of the remainder of the list.

Lumber is climbing steadily and surely upwards and it is doubtful if anything within the realm of possibility could happen to seriously affect the industry.

Cutting Out the Deadwood

CONCERNING THE SIXTEENTH ANNUAL of the Hardwood Manufacturers' Association last week, the most frequent comment about the convention quarters had to do with the absence of deadwood among the delegates. Deadwood has been a hindrance to conventions of business men ever since the idea of getting together first supplanted the idea of staying as far apart as possible. Deadwood doesn't mean merely the human element involved. The convention at Cincinnati was especially notable for the elimination of deadwood on its program in addition to the deadwood which commonly helps to fill up the convention floor.

The feature is encouraging and noteworthy not because of time and space saved but because of the possibility promised. People who went to Cincinnati were there for purposes of earnest deliberation and patriotic action. The spirit of energy, resourcefulness and confidence displayed is the spirit which gets things done and gets them done right. The strength of confidence in the Manufacturers' Association is shown in the numerical attendance, which was more than gratifying; in fact, was even surprising in view of the wholesale delays and absences caused by abominable train service.

Regarding the biggest thing now before the Manufacturers' Association, namely, the open-price plan, the best way of briefly stating its success is to cite the progress it has made not only in finding new advocates who are willing to sign up, but in covering a gradually broadening list of woods. The plan, it is true, has met with criticism and probably will never find complete sympathy in all quarters. It may even merit some little revision, but it is safe to say that when this revision becomes apparently necessary, it will be made.

The plan is so radically different from usual methods that it must necessarily meet with opposition, and it is rather a question of time when everyone will realize that even though he may be sacrificing a little himself in joining the plan, he is benefiting from what the other man is sacrificing and from generally raised standards of morale in the trade sufficient to more than overbalance what he gives up on his own account.

The Saving Grace

VERY RECENTLY A UNITED STATES SENATOR, who is not a socialist, declared that socialism is here now; and a wealthy and powerful steel manufacturer declared that political changes were at hand in this country by which wealth would lose its power and the professional politician would lose his hold. These prophecies show the trend of thought among some people who are in positions to secure extensive views.

If by socialism and political changes they mean anything remotely approaching what has taken place in Russia and what seems to be threatening Germany and Austria, the prediction should be revised. It is unthinkable that any such catastrophe as has overtaken Russia can threaten the United States. In four years that country has passed from absolute monarchy to absolute anarchy, and it has no farther to fall unless it degenerates to the condition of cave men and head hunters. Old world political storms may menace this country, but the saving grace with us is that the people are educated. We have been accused of unreadiness, and in some respects the accusation is well founded, but in the matter of political danger from sudden and boisterous agitation, we are prepared and are in no danger of disaster.

Our people, rich and poor alike, are educated and are supplied with common sense, and no braying fanatics, like those with which Europe is cursed, can ever get much of a hearing in this country. Their doctrine of violence and insanity cannot make any impression on enlightened people. In all factions, cliques, cabals, and aggregations, the most ignorant are the most violent. After the war of arms, and accompanying that struggle, will come a war of politics of the most dangerous and detestable kind, such as is now sweeping Russia; but Americans have reason to be thankful that this storm has not caught us unprepared. Our preparation was

commenced a hundred years ago when every community began building school houses and the cities founded universities, and now when disastrous political upheavals appear to threaten some of the great nations, we have no more to fear than the vaccinated man has cause to fear in the midst of a smallpox epidemic. The poison of anarchy which is so fatal where the masses are in dense ignorance, loses its malignant power when it comes in contact with intelligence. Such changes as will come to the political system of the United States will be peaceful, orderly, and beneficial; neither too sudden nor too long delayed. What the people of this country want and need they can get without clamor, tumult, or upheavals. The rule of reason, knowledge, and common sense will continue here, because an ample foundation has been laid, and the superstructure can be remodeled from time to time as needed. "The common sense of most will hold a fitful realm in awe."

Business Has Right of Way

BOYS' SLEDS AND ICE SKATES have not sold well this winter, according to accounts, though the season has been such as to encourage their use; but automobiles and accessories, particularly those belonging in the business class of machines, have sold right along, though the weather has not been such as to encourage their use. The contrast between sales of children's toys and of men's business apparatus does not prove that children do not want playthings, but it does mean that men must carry on business and that business must come before pleasure.

The point is important because it indicates a tendency. The stress of war has caused a falling off in the purchase of luxuries and nonessentials, and this tendency seems to be quite general, and it will probably continue until the war ends and business has returned to its old channels, years hence, perhaps.

This tendency is full of promise to the lumberman. Lumber and the manufactures of lumber are necessities, and those who need them will buy them. They may postpone for a time, but all the time the needs will accumulate and must finally be supplied. Under the stress of circumstances, the individual may get along without jewelry, silks, fine paintings, costly rugs, de luxe books, and a lot of things of that class; but the farmers must build fences, silos, and barns; the factory must have floors; the railroad must renew its crossties and trestles; the store must extend its tables and shelving; the manufacturer cannot get along without boxes and crates, and so on along the whole line—the man who needs wood needs it for business purposes and he will buy it. This is the encouraging feature of the situation and places the lumberman in a favorable position in the business world.

The Cut-over Land Problem

EVERY TIMBERED REGION where lumber operations are carried on has a cut-over land problem, or ought to have. The problems are not the same in all places. Where the soil is sufficiently fertile for agriculture and is not too rough, the problem consists in clearing the land and making farms of it as soon as possible after the timber has been removed. That is the problem with much of the timber lands of the southern states and of the northern Pacific coast. Where the land is good, no one thinks of bringing on another stand of timber after the first has been removed.

Where the land is too rough for farming or too poor for profitable agriculture, the problem is, or ought to be, the growth of another forest. That is the status now in New England and in much of the Southern Appalachian region. The deciding factor is the return from a future crop or crops. If farming promises larger profits than can be expected from another crop of timber, the land should be cleared and devoted to agriculture, otherwise, it should grow timber again. Formerly the lumberman seldom bothered with the land. He took the timber and abandoned the tract. If it was fertile, it usually passed into the possession of farmers who cleared it. Many of the early farms were cleared in that way.

The custom of abandoning cut-over land is about out of date. The owner does not wish to do it. He regards it as an asset that should be made the most of, particularly if it is suitable for agriculture. Not quite so much interest is shown in cut-over land that is suitable for timber growing only. That is because it is not so valuable, or so saleable. It promises no profit during a pretty long period. The movements, societies, and associations that concern themselves with cut-over land are practically all interested in land suitable for farms. If cut-over land that is fit only for forest is looked after at all, it is usually done by large companies that can afford to wait, or by municipalities, states, or the nation that can wait still longer.

Thus it is that a person so often hears of associations or companies that are organized to handle cut-over land good for farms, and seldom hears a voice raised in behalf of that other class of cut-over land which is suitable for growing timber only. It is a one-sided affair, yet it should not be so. It is as necessary that the people of the future shall have timber as that they shall have farm crops. Both should be provided for, and no one should imagine that the cut-over land problem has been solved when the fertile areas only have been looked after. The rocky, sandy, swampy, or steep land that will produce trees must be considered as a factor in the problem, and no proper solution can be reached unless it is considered.

The Outcome Is Certain

NO ONE CAN CONVINCINGLY ARGUE that the hardwood industry has not been held back to a deplorable extent by lack of unity in its ranks. Singleness of purpose with resulting benefits to everybody concerned has been rendered impossible not because there existed differing opinions on matters of basic principle but because of factional dickerings which kept association politics in the foreground and industrial advancement in secondary position. Barriers were artificially created and maintained and, interposed between the factional divisions, they served to effectually prevent the working out of any plan for unification of effort which would of necessity result in maximum progress.

The trade as a whole has been for some time awake to the necessity for a change but has not been able to clearly see the road to achievement. It has made a number of unsuccessful attempts to bring itself out of the bonds of politics but has always made the mistake of being so engrossed with the task of climbing over the wall at the highest point that it hasn't seen the gate swinging wide open at the end.

Seemingly having come to a rather sudden realization that it was impossible to scale the wall by mere brute strength methods, the trade has switched to the policy of the man who rather than have an argument with an express train steps quietly off the track and lets it pass, then resumes his way. The factional barrier is being neither scaled nor reduced by bombardment. The new scheme of things merely does not recognize its existence and the plan worked on is so simple and so sensible and so obviously for the good of the hardwood industry that it cannot fail in its purpose. The whole thing is merely a spontaneous and simultaneously expressed desire to see the hardwood industry unified in the time of greatest need. The desire is fathered by necessity and its most visible result so far, the new hardwood association, may in itself be merely a means to an end as may be the officially expressed desire for one association that was uttered at the Cincinnati convention. For no association will have further significance than as an instrument to carry on toward the desired goal—co-ordinated action. The industry will inevitably eliminate any influence which tends to hold back the movement toward modernization.

There are so many advantages attached to the practice of grading lumber at the mill before it is piled on the yard that there is not much excuse for doing it otherwise, even though it may be necessary to reinspect when loading out for shipment.

Some people may still claim that advertising is a waste of money, but even they will have to admit advertising campaigns have proven effective in putting a number of our native woods before the public in a light that means more business and better values.

The Memphis Car Outlook

Hardwood mills in Memphis, in Mississippi, in Tennessee and in Louisiana were running on February 4, and propose to continue to run during the remaining heatless Mondays, on which most plants are forced to close down. There has been almost unending confusion over this question of hardwood mill operation on heatless Mondays, but the hardwood lumbermen are proceeding on the theory that they are rendering a service to the government by continuing to run, and that they are likewise greatly helping the fuel situation by the very large quantity of fuel they produce in addition to that of their own making which they consume. This appears to be the situation in a nutshell. There is much conflict of authority and much lack of definiteness regarding what can be legally done, but the lumbermen are apparently sure of their ground and they are acting as indicated.

Still, even with the mills running on Monday, there is much irregularity about hardwood manufacture throughout the southern hardwood field, because there is a very great scarcity of cars for handling logs to the mills and because there is a great shortage of log supplies at these plants, as a general rule. There is likewise a continuance of ice and snow and of very low temperatures, which handicap labor and cut down output materially. It is estimated by the Southern Hardwood Traffic Association that the railroads are not furnishing the mills more than 50 per cent of the cars they received in December when they did not receive more than 50 per cent of their requirements. This means that log supplies are being furnished to the mills dependent on the railroads at the rate of about 25 per cent of their requirements, a ratio which prevailed throughout January. Production is perhaps somewhat larger than this, but it is admittedly very small as compared with normal.

Just now the lumbermen are more concerned about probable flood conditions in the Mississippi and its tributaries than about any other factor. They believe that flood conditions will soon prevail and that they will be extremely serious. As a result the biggest effort put forth by the Southern Hardwood Traffic Association during the past few days has been to get cars delivered to its members for handling logs from territory where overflow would injure them or cause their loss. Many cars of logs have been removed recently from the territory tributary to Arkansas City, Ark., and from points on the Riverside division of the Yazoo & Mississippi Valley road. There are 1,500,000 feet of logs between the yards of the Illinois Central System at Nonconnah, Miss., a few miles south of Memphis, and Lake View, Miss., on the Yazoo & Mississippi Valley road, which would be seriously damaged if not actually carried away by flood conditions. Pressure is being brought to bear for the moving of these and other endangered logs, while considerable lumber is also being removed to places of safety. The theory of high water is based on the abnormal quantity of ice and snow in the upper valleys of the Mississippi and its tributaries, some of which, notably the Tennessee river, are already at flood stage.

The Valley Log Loading Company reports that it loaded during January 860 cars of logs for mills on the Yazoo & Mississippi Valley line of the Illinois Central System and branch roads in the delta and on the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, but the proportion on the latter was extremely small, only thirty-nine cars. These figures compare with about 1,400 cars during January last year. J. W. Dickson, president of the company, says that there are at least 25,000,000 feet of logs in the delta awaiting delivery to the mills, as against 5,000,000 at this time a year ago, and gives this disproportion between actual loading and the quantities to be loaded to show how little is being accomplished with the quantity of logs in sight. In this connection he points out that it will be possible to load almost unlimited quantities of logs if cars are available this year, whereas loading was very much restricted last year during February, March and April because of the very small quantity of logs awaiting loading.

There is apparent conflict between the figures of J. H. Townshend and those of Mr. Dickson, but this is reconcilable on the ground that the Yazoo & Mississippi Valley road is better supplied with cars than any other road in this part of the country. The other roads are handling logs on a limited scale, just as is the Memphis-Marianna cut-off on the St. Louis, Iron Mountain & Southern, and it is for this reason that Mr. Townshend estimates that all the roads are, when taken together, not furnishing more than 25 per cent of the cars and logs necessary.

There is no shipping on the Mississippi. The ice in this stream is still very thick and all boats, barges and other crafts, instead of trying to handle freight, are seeking protection from ice gorges, which are headed down stream at this writing and which have wrought tremendous havoc among boats and other craft further north. Companies which have their own equipment for handling logs on the Mississippi and its tributaries are lying very close to shore because they believe that, by protecting this now, they may be able to use it later to good advantage. Receipts of logs by water at Memphis for the past six weeks have been almost nil.

There is little work being done in the woods and the reason is not far to seek. Ice, sleet, snow and rain have prevailed to an unusual degree, and labor has been difficult to control and able to accomplish little when kept in harness. At the same time it may be noted that inability to get cars for handling the present cut of logs, figures covering which have already been given, takes away the incentive for active logging. Last year the big problem was to get logs cut and prepared for delivery. Now the proposition is reversed and there are millions of feet which can not be moved because of lack of transportation facilities.

Mr. Townshend says he believes the car situation will shortly improve and that the mills will be getting considerably more logs than they are now receiving. He has faith in government operation of the roads provided the railroad men give Director-General McAdoo the support absolutely essential to success.

A New Dyewood from Jamaica

Borewood is the local and trade name given to a little-known wood recently shipped into the New York markets from Jamaica as a substitute for fustic, which it resembles in many respects. In Jamaica it is variously called sumach, hog doctor, poison wood and boar wood. The botanical name is Metopium brownei Urb., a tree very closely related to such well-known plants as the mango, bread fruit and the ubiquitous jobo of tropical America. Practically all the trees of this large group (Anacardiaceae) contain coloring principles of greater or less value. The jack fruit tree, which is the most common of the anacards, is used commercially in India as a source of dye, and we are, therefore, not surprised to see the closely related borewood come into the American markets as a dyewood.

The material is now being tested by a few dye experts, but the preliminary tests do not appear to show very encouraging results; however, further investigation may yield a dye of great merit. The color extracted by the ordinary method of boiling in water was used for staining silk a beautiful canary yellow. It will probably never be used as a substitute for fustic; moreover, the wood is not very plentiful, being confined almost exclusively to Jamaica. There is probably not enough of this wood to be had to make it an attractive proposition, either for the dealer here or for the consumer.

The borewood tree grows to the height of fifteen to forty feet and upwards to two feet through at the base. The trunks are usually short and straight and the crown rather open with dark green leaves. The tree is easily recognized in the forest after it has once been pointed out. It is confined to the southern limestone hills in Jamaica, where it yields a timber that is locally esteemed for a great variety of purposes. The sapwood, which is white and rather thin in mature trees.

Hardwood Manufacturers' Annual

Sounding the keynote that "the foundation of society is not competition, but co-operation," and with ringing declarations that lumbermen the country over would devote their every power and resource to our present and immediate task of winning the war, President B. B. Burns, of the Hardwood Manufacturers' Association of the United States, opened the annual convention at the Sinton hotel, Cincinnati, Tuesday, February 5. Patriotism and co-operation were predominant in all addresses. President Burns told the delegates that secrecy was no longer the thing in modern business. He pronounced the open competition plan a great success. One striking fact in the course of the morning session was the hint rather broadly given that a merger of various associations in the lumber business might be effected in the no dim future. "There are many signs that the consummation of a stronger organization of manufacturers, covering the entire hardwood producing area of the country is not far distant," said Mr. Burns. The address of the president, in full, follows:

President's Address

We come together at this, the sixteenth annual convention of the Hardwood Manufacturers' Association of the United States with a most gratifying record of achievement and an outlook for the future more promising than ever before. The details of the year's work will be laid before you by the secretary. You did not come here to listen to me, and I shall not endeavor to make a speech. It is sufficient to point out that there are many signs that the consummation of the wish of every lumberman for a strong organization of manufacturers covering the entire hardwood producing area of the country is not far distant. The rapid increase in strength of our organization and the recent organization of the American Hardwood Manufacturers' Association at Memphis are evidence that the lumbermen recognize more clearly than ever before the need of organized activity. I hope and believe that you will find the program which has been arranged for this convention both interesting and helpful, and suggest that strict adherence to the time set for opening the morning and afternoon sessions will add to the pleasure and profit of the occasion and afford more time for the social side of our convention, to which we have always attached a great deal of importance.

E. O. ROBINSON, CINCINNATI, O., ELECTED PRESIDENT

F. R. Gadd, assistant to the president, in his report on the open competition plan, declared that the innovation had met with such success that practically the only question remaining in regards to its application and feasibility was the broadening of its scope so that it will ultimately comprehend all hardwood manufacturers. Mr. Gadd declared that secrecy is yielding to publicity in business, and men now are dealing more fairly with each other and in an open manner. Competition, as would be sure to result under the plan, is fast undergoing a pronounced change. The result of that competition has been open and above board instead of concealed; greater stability of prices at normal levels without attempting to control prices is obtained; an accurate knowledge of market prices so that each member may gauge the market intelligently instead of guessing at it is obtained and the advantage of knowing for the first time the exact conditions prevailing in the industry is attained. His address follows in part:

Mr. Gadd's Address

The most important achievement of the organization during the past year was the plan for "open competition" adopted in Cincinnati one year ago. This plan has worked out with such success that the committee feels the only question remaining is that of broadening its scope, so that it will ultimately comprehend all hardwood manufacturers.

Members of the Hardwood Manufacturers' Association had for a long time felt the need of a steadier and better market, and with the view of accomplishing it adopted this plan for open competition among its members.

It simply means that men are telling each other the truth about their business. Your experience has taught you that in commercial life most men are liars. You wouldn't trust your competitor around the corner much less tell him the truth about your business, but it has been done and by the members of this association. Times are changing and with the times, business methods. Secrecy is yielding to publicity, men are coming out into the open and dealing more fairly with one another.

It has resulted in making competition open and above board instead of concealed; friendly intercourse and confidence instead of jealous distrust and hatred; greater stability of prices at normal levels without attempting to control prices; an accurate knowledge of market conditions so that each member may gauge the market intelligently instead of guessing at it; the advantage of knowing for the first time the exact conditions prevailing in the industry.

Open competition means not only open prices but open discussion. The members get together every month at Cincinnati and Memphis. The acquaintanceship and get-together spirit engendered has resulted in quickening and vivifying the interest of all members.

I can hear some practical man say that the scheme is illegal; all wrong; get together and fix prices; they will all go to jail some day. I have yet to hear of a law that tries to prevent men telling what they have done. Open competition is not a cloak for price fixing.

On May 19 a committee representing this organization appeared by appointment before the Federal Trade Commission for the purpose of outlining to the commission the co-operative plan under which the association is working. The meeting was held at the suggestion of the association itself, because it was desirous of frankly submitting the open competition plan for the inspection and criticism of the commission.

The Market Letter

Another achievement during the past year is the market letter, which is published monthly and sent to every member of the association. It is also

sent to the lumber trade journals, who generally refer to it at length, and some publish it in full. This market letter is an analysis of current market and economic conditions, and it also contains the average market price of the important hardwoods. It is looked upon as a reliable source of market information and service.

Hardwood Grades

Hardwood grades are the very heart and soul of the hardwood business. One of the chief purposes of this organization is the correct grading of lumber and the maintenance of a force of inspectors who are capable of interpreting the rules fairly, honestly and impartially. Look at the situation now as compared with what it was when this organization came into existence and reflect what it might be if it were not for the fight that our members have made for the establishment of grades they can afford to ship. The open competition plan has greatly increased the work of the inspection department during the past year and several additional inspectors have been employed. Our mill instruction service was inaugurated for the benefit of you and your customers and in the interest of uniform grades, which this association regards as a most vital principle of making and marketing lumber. When there is grade uniformity in the grades shipped by you and your neighbors one of your most difficult problems will be solved.

Our commercial reporting service, which is an exchange of ledger information between members, has shown a remarkable increase during the year. Our stock reports are of inestimable value in gauging market conditions, and it is our desire that every member of the association co-operate in preparing this very valuable statement.

Cost and Profit

It would be impossible to reckon in dollars and cents the value of the work done by this association. The expenses the past year were about $50,000. The only source of revenue is from membership dues, and it is gratifying to report that at the end of the fiscal year December 31, 1917, the finances of the Association were in a healthy and sound condition.

In conclusion permit me to call your attention to the fact that the past year has been filled with more successful work than any previous year, the highest point thus far attained by the association in membership and activity, and in diversity and value of services has been reached.

A committee was appointed to confer with other affiliated associations of the National Lumber Manufacturers' Association in reference to the war profits tax. This committee held meetings at Chicago and Washington during the year.

During the year the association pledged all it had in material, in resources and in manhood to the government in the crisis confronting it.

It inaugurated a movement to get all lumber manufacturers' associations to make a board rule with a half foot mark on the standard rule and any other rule special. We believe the adoption of a rule of this kind used in measuring lumber will in a large measure eliminate the differences of one or two hundred feet in measurement which so often exists.

We have gone on record as favoring the branding of lumber, and have participated in the hearings on the fifteen per cent freight advance case. We are affiliated with the Chamber of Commerce of the United States and are co-operating in all activities of that association.

The value of this association's work is not measured by the number of new members secured, notwithstanding the increase in membership during the past year amounted to thirty-seven per cent, but by the constant contact which the association has with its members. A large proportion of the many members who have joined the association during the past year were attracted by the service afforded through the plan for open competition.

Don't ask yourself the question: "What am I going to get out of my association membership this year?" Rather ask first this question: "What can I [illegible] this year?"

B. B. BURNS, HUNTINGTON, W. VA., RETIRING PRESIDENT

Co-operation

Charles A. Hinsch of Cincinnati, president of the American Bankers' Association, followed the address of President Burns with an interesting talk on "Co-Operation." Mr. Hinsch aroused his hearers to a high pitch of enthusiasm when touching upon the war situation, and gave the lumbermen some sound advice on business methods which should prevail during the war and after. He declared that the German Empire had mobilized and co-ordinated every last atom of her resources of brain and material for winning the war, and the Prussians had effected a centralized, comprehensive, powerful business organization which, considering its size and ramifications, has never before been approached. He urged the lumbermen and all other business men in the country to prepare for unprecedented competition for world business after the war. "Give America an even chance with the people of other nations," declared Mr. Hinsch, "and the people would furnish business to comfortably support a merchant marine second to none." Ignorant competition is most dangerous to the development and success of our country, Mr. Hinsch asserted, and he made a plea for the Federal Reserve bank and urged all eligible state banks to join the great system, declaring that it is inconceivable that the national bank alone should be expected or permitted to insure the financial stability of the country unaided by the eligible state banks. Mr. Hinsch strongly advocated the use of trade acceptance in the lumber industry. He gave an instance of the campaign that is being waged for the general establishment of the credit instrument in American business and told of its adoption in many other lines where it is more than justifying its promises.

The speaker advocated the development and improvement of the interior waterways of the country as a means of improving transportation facilities, and he laid special stress upon the canalization of the Ohio river from Pittsburgh to Cairo by the construction of locks and dams. Surveys have shown that this can be done with the expenditure of $30,000,000. The importance of the Ohio river as a means of transporting coal requires that it be given first consideration in any scheme for taking advantage of our wonderful river systems for transportation purposes.

Selling Problems

Mr. Hinsch's address was followed by an instructive talk by Mr. A. C. MacMahon of Chicago, sales manager for the National Cash Register Company, on "The Science of Selling and Solving Knotty Problems." His address was unusually well received, because it was unusually well given. His talk involved no dreamer's ideas of abstract psychology, but rather brought out one by one points which he explained so easily and simply that they appeared to be just what they really are—mere commonsense. He told of the methods the National Cash Register Company has pursued in perfecting the selling ability of the sales force which it maintains.

Salesmanship, according to Mr. MacMahon, is based on a combination of health, knowledge of the article or proposition to be sold, enthusiasm, resourcefulness, honesty and hard work.

Mr. MacMahon emphasized the necessity of the salesman giving to his prospect a feeling of confidence in himself and in his proposition, but said that a salesman must first secure attention and then create the desire to buy. Illustrating these points he recited an amusing case of the street corner barker who was selling a new brand of cough drops. He had his wares spread before him and standing on a soap box began his talk in a very hoarse voice. One of his listeners asked him rather pointedly why he didn't use some of the cough drops himself, and fix up his own vocal chords, to which question he replied it was a good idea and he had never thought of it. He immediately opened a box, swallowed a couple of the cough drops and to the amazement of the crowd his hoarseness disappeared almost at once and he had sold out his entire stock in five minutes.

In closing Mr. MacMahon gave particular emphasis to developing the selling end of the lumber business, warning his hearers against developing the manufacturing end against the selling end.

Finances

The annual report of Treasurer M. W. Stark showed the following satisfactory condition of the association's finances:

Cash in bank, Jan. 2, 1917		$ 1,808.77
Cash in office Jan. 2, 1917		2.20
Cash receipts, year ended Dec. 31, 1917	$62,516.11	
		62,516.11
Total to be accounted for		$64,327.08
Disbursements same period	$62,774.96	
		62,774.96
		$ 1,552.12
Balance in bank Dec. 31, 1917	$ 1,550.91	
Cash in office		1.21
Total		$ 1,552.12

Appointment of Committees

The following committees were then appointed by the president, and the delegates adjourned for luncheon:

RESOLUTIONS—E. A. Lang, Chicago; A. P. Steele, Sardis, Miss.; R. L. Hutchinson, Huntington, W. Va.; C. L. Harrison, Cape Girardeau, Mo.; W. O. Cline, Bristol, Tenn.; Rex H. Browne, Big Creek, Tex.

COMMITTEE ON OFFICERS' REPORTS—A. O. Davis, chairman, Houston, Tex.; M. B. Cooper, Memphis, Tenn.; R. E. Lee Wilson, Wilson, Tex.

COMMITTEE ON NOMINATIONS—W. E. DeLaney, chairman; Leon Isaacson, Coal Grove, O., and J. H. Himmelberger, Cape Girardeau, Mo. Both the latter are ex-presidents of the association.

AFTERNOON SESSION

The afternoon session was opened by a discussion on the open competition plan. Mr. Stark is chairman of the committee on open competition and he gave a resume of the work as it progressed before handing in his formal report. He declared that to a large extent secrecy had been eliminated from the trade, and that the organization had been brought closer together along with a better feeling, and that matters which formerly were not brought to the attention of the general public were now being made public. A summary of Mr. Stark's report follows:

J. W. MAYHEW, COLUMBUS, FIRST VICE-PRESIDENT

F. R. GADD, CINCINNATI, ASSISTANT TO THE PRESIDENT

M. W. STARK, ST. ALBANS, W. VA., OPEN PRICE CHAIRMAN

Report by W. M. Stark

The production and stock report was temporarily discontinued, owing to the necessity of helping the government, but it has now been resumed.

The open competition plan has undergone some slight changes, in order to fit it more accurately into conditions. It was found advisable to discontinue Class A because of confusion as to the meaning of that class, and because there was fear that it gave just grounds for criticism.

Last May the open competition plan was formulated and filed with Federal Trade Commission in order that the body might be fully and officially informed concerning the matter. The commission has not as yet said anything about the report. Inasmuch as no objections have been announced, it is assumed that the commission found nothing for disapproval.

Two slight changes in the wording of the open competition plan were made during the year. The "index price" was changed to "average price."

The office contains complete records showing how the prices are obtained. The over and under prices were done away with. The commission entertained doubts as to the advisability of this practice, as it might serve purposes not contemplated, and it was thought best not to continue it. The Federal Trade Commission did not express displeasure with this feature.

Monthly meetings were held in Cincinnati and Memphis during the year, and it is not improbable that similar meetings will be held elsewhere. The discussions in those meetings were open and frank, and the statements were very close to the truth, and there was little disposition to deceive.

The reports pointed out that the most essential part of the plan is that members report their actual sales. Among the leading topics discussed at these meetings were [illegible] freight rates, and methods for helping the government, and similar topics.

The open competition plan is only a beginning and will be followed by others of equal importance. The spirit of the times is open, in the full light, square and fair transactions, and, under the plan of operation it cannot be harmful to the members.

The Plan Discussed

The submission of Mr. Stack's report of the plan led to an interesting discussion by a number of persons present at the meeting. The first speaker was A. O. Dix, Beaumont, Texas, manager of the hardwood department of the Sabine Team Company. He spoke of the large number of inquiries among Texas mills, and the quantity and kinds of stock on hand. He was convinced that the sawmills must find some other outlet for their Nos. 1 and 2 common oak.

A. Deutch, Oakdale, La., of the Sabine River Lumber & Logging Company joined in the discussion and described how greatly depleted some of the stocks were in his region. There is no dry stock thicker than 2½ inch. A large amount of oak is wanted for vehicles for the government, but prices have not been fixed. It is up to the manufacturers of vehicles to get the stock, but they have not yet offered a price that will bring it. Mr. Deutch had nothing but praise for the open competition plan.

P. A. Ryan of the P. A. Ryan Lumber Company, Lufkin, Tex., spoke along the same general line as to stocks and markets in his part of the country. The supply of green oak, hickory, and ash is good and the market active, and the railroad demand is strong, but so much could not be said for the flooring, sash, door, and interior trim situation with logs still to be cut to meet present demand the present year will develop into a prosperous one for the lumbermen of his section.

Thomas Forman, Detroit, Mich., followed Mr. Ryan, and gave a hearty indorsement of the open competition plan, which he characterized as one of great promise, working to the interest of the purchasers as well as of the seller. He viewed the matter from the standpoint of the purchaser. It was his opinion that business in the manufacturing of oak flooring would not be very brisk until building conditions got around to normal. The call for oak flooring cannot be large until the class of buildings calling for that class of material come again to the front. He said that the oak flooring business has increased in recent years until it now exceeds maple flooring in quantity. During 1917 manufacturers produced 125,000,000 feet of oak flooring and 115,000,000 feet of maple flooring. The output in 1918 was likely to be little more than half of what it was last year, in oak flooring markets as are most [illegible] conditions would be better [illegible]

Co-Operation Within the Law

Judge L. C. Boyle of Kansas City, then mounted the speaker's stand and was warmly greeted. At previous conventions Judge Boyle delivered most impressive addresses and the hall was thronged by the time he began to talk. Judge Boyle is a speaker of great force and his words, soundly backed by logic carry conviction to all who hear him. He talked on "Co-operation Within the Law," a timely and exceedingly interesting subject to the lumbermen. New elements are coming on in the industrial world, declared the Judge, and he predicted many vital readjustments in the business world after the war and further predicted that it would behoove the country to find ways and means of meeting the socialistic propaganda. He stirred the patriotism of his hearers when in ringing tones he declared "your son and my son have gone over the water to fight. They are seeking no extension of territorial rights, but only to make this world ideal and safe after the war. Our boys now fighting are the finest body of soldiers that ever stood on the ground of France."

The speaker pointed out that while the nation as a whole has grown from rural conditions to industrial dimensions, sawmill men have remained essentially what they always were, pioneers and individualists. Only in recent years have they begun to form associations for united action. Speaking of the purposes of the National Lumber Manufacturers' Association, he said:

This organization grew up out of the conception in the mind of the manufacturer that there were certain problems that were inherently related to the manufacture and not to the wholesaling of hardwood products. I am not here to criticise nor in any wise to draw invidious comparisons, but I do say that the hardwood manufacturer of this country who does not realize that his problem is essentially a problem for him to debate and discuss with other manufacturers and not with the distributor of his product does not understand and has not grasped the proper concept of his economic and industrial life.

He dwelt at some length on the fruitless efforts by lumbermen to form combinations to better their conditions, until about 1914 when the Clayton bill and the Federal Trade Commission act were passed, and from that time a new understanding began to take form.

There was a change of methods along with a change of ideas. There were no selling secrets, but what was done was public, after it was done. When sales were made, the prices were announced. That was co-operation within the law, so long as attempts were not made to prearrange prices.

R. H. VANSANT, ASHLAND, KY., MEMBER BOARD OF GOVERNORS

W. B. BURKE, CHARLESTON, MISS., MEMBER BOARD OF GOVERNORS

B. F. DULWEBER, MEMPHIS, MEMBER BOARD OF GOVERNORS

Cost Accounting

C. H. Scovell of Boston, certified public accountant, then delivered an address on "Accounting Essentials for Lumber Industry." Judging from the rapt attention given Mr. Scovell, the lumbermen gained much knowledge from the talk, which, while technical, was lucid and of great value. Mr. Scovell impressed upon his hearers that it is to the advantage of everyone in the lumber industry that standards of cost be established and the information widely distributed.

The difficulties of properly estimating the cost of stumpage in lumber operations was discussed. On this subject Mr. Scovell said:

The attention of a manufacturer is naturally fixed on the cost of stumpage as it is consumed in lumber operations. This cost may be a current purchase price, or it may be the final reckoning of a long holding of timber. If timber has been long held there is naturally a comparison of the cost to date with the actual or possible prices for current purchases. There is then the debate as to how the cost of carrying timber holding should be reckoned. The view point of the holder of timberland necessarily regards the sawmill chiefly as the best method of disposing of stumpage. Even this point of view cannot ignore the cost to carry timber holdings. I am surprised that most of the printed matter now available should be so vague and uncertain on these important matters. It seems to me the problem of raw material cost for lumber operations is different in degree only, and not different in principle from the problem of any other raw material that is bought long in advance of its expected use, and might perhaps be bought cheaper in a spot market, if indeed it is obtainable, when the day for consumption arrives.

The operating cost can be separated in them more readily than timber cost, and the items usually included are logging, transportation, sawmill operation, by-product manufacture, selling and shipping.

The overhead cost came in for discussion in its proper place. Aside from the distribution of operating expenses, particularly taxes and interest on the investment, among the many groups mentioned above, care should be taken to distribute to these groups additional costs for supervision, supplies and any expenses which can be accurately located. Such a proceeding will reduce the general expenses to a much smaller total than usually appears in the accounts of a lumber business.

A discussion of business conditions, led by M. W. Stark of St. Albans, W. Va., followed and much useful information was gathered. Lumbermen told of their trials and tribulations and the good side of the lumber business during the past year. At the close of the discussion, the convention adjourned until 11 a. m. Wednesday.

The Smoker a Lively Affair

A smoker was held for the delegates in the evening in the banquet hall of the Sinton. The entertainment committee provided an appetizing luncheon and a very entertaining cabaret performance, the latter being in charge of Horace Williamson, Cincinnati, the "poet-talker."

Assistant to the President F. R. Gadd deserves great credit for the general arrangements for the convention. The delegates were well taken care of every minute. The registration system enabled anyone to locate a friend quickly. This work was in charge of Mr. Gadd's office force. Each delegate was registered and properly tagged with badge and identification card as he made for the convention hall. The young ladies' winning smiles at the registration desk quickly banished the most grim frown of those who arrived late owing to delayed trains. Everyone left the registration desk in good humor. They couldn't help it.

The badges, about the neatest seen at a convention, were the compliments of The Henry Disston & Sons Company. The national colors formed the ribbon part.

SECOND DAY MARKED BY SPLENDID SPEECHES

The second and closing day of the convention opened with the speakers reaffirming their declarations sounded the opening day, which pledged them to give their all to the country to win the war. Prominent features in the resolutions adopted by the convention were the urging of the creation of a board of war control and the appointment of a munitions director by Congress. Another important step taken was the resolution favoring the retention of rate-making power in Interstate Commerce Commission and publicity in business. After the reading of various reports of committees on officers' reports a most interesting address on "Trades Associations and the War" was delivered by Gilbert H. Montague of New York. A striking portion of this talk was Mr. Montague's hope that through the war this country would become educated to regulate and not destroy, and how to open the door to American enterprise here and abroad and under rules of public protection which can not be known in advance. "It is a hard matter to tell what the necessary action in reference to the railroads at this time will be," said Mr. Motague, "and I believe that our progress still will be slow after the war, but I look for a better adjustment of legislation to the facts of life."

W. H. DAWKINS, ASHLAND, KY., MEMBER BOARD OF GOVERNORS

W. E. DELANEY, LEXINGTON, MEMBER BOARD OF GOVERNORS

R. M. CARRIER, SARDIS, MISS., MEMBER BOARD OF GOVERNORS

Enthusiasm

William Ganson Rose of Cleveland, O., delivered an address well earning the title of "Enthusiasm." Mr. Ganson's efforts were contagious, the audience quickly catching the spirit of his talk, and when with ringing tones he declared that "Enthusiasm is the keynote to success and enthusiasm will paint the American flag in Berlin," he brought the audience into cheers.

"It was once said that the American spirit was lost in the rush for the dollar; that the American spirit was dead and that American unselfishness was smothered. Those statements, false in every respect, were answered by millions of our young men, by the outpouring of dollars by the people to the liberty loan of many millions, enrollment of patriots made up of the civilian Red Cross army and finally and forever by the onrush of our soldiers through the Hindenburg line, through Prussian militarism and then to the goal of peace." Mr. Rose's address will appear in full in a future issue of Hardwood Record.

Report of Transportation Committee

The report of the transportation committee was made by B. F. Dulweber, who stated that the committee had held no meeting during the year, because the members were so widely scattered. However, much active work was done.

Additional suspensions were secured in I. & S. Dockets 745 and 775 involving advances in hardwood lumber from eastern Arkansas has [illegible]. It is true that the government has had control of these properties only a little more than thirty days but seemingly so far, the possibilities of what should be accomplished have not been recognized by those in control, and there seems to be an entire lack of co-operation in handling the matter. The possible advantages to be gained from the operation of our railroads as a unit, instead of as individual properties, are so great and apparent that it hardly seems necessary to call them to your attention. The government, by taking over the railroads, has an opportunity to operate these properties as a unit, and give to the country the result and benefits from such operations, which are needed now as never before, but so far, little or no effort seems to have been made toward operating these properties as a unit. And we still have the extravagant, inefficient and wasteful individual operation to contend with, with the added burden of having no one to hold responsible."

The failure of the government operation of the railroads, so far as it has failed, was believed by the committee to be due primarily to the fact that the appointment of Mr. McAdoo to the position of railroad director was ill-advised, because as secretary of the treasury he had his hands full, because the selection should have gone to a man of greater experience in railroading; because the appointment was of a political character; because in selecting his assistants he has confined himself to too small a field; because all of the men he has selected have been previously opposed vigorously to government operation of railroads. Some of his appointments should have gone to men thoroughly versed in transportation problems from the standpoint of the shipper, and not entirely from the standpoint of the carrier. It is understood that it is the purpose of the administration to have invested in Mr. McAdoo full authority to make rates. This would be a serious mistake. The authority of the Director General should be limited to the actual operation, and the making of rates left to a judicial body of trained competent men.

It is impossible with his vast duties, for the Director General to give the question of rates such consideration as would lead to a fair and intelligent decision, even if he were qualified to pass upon these matters. It is but human that he should endeavor to make a good showing with the properties in his charge, and this might influence him toward advancing rates that were really unjustified. Further, he is surrounded and advised by men formerly in charge of these properties, who hope to again secure control of them after the war is over, and it is but natural that they should plead

LEON ISAACSEN, COAL GROVE, O., MEMBER BOARD OF GOVERNORS

RALPH MAY, MEMPHIS, MEMBER BOARD OF GOVERNORS

W. M. RITTER, COLUMBUS, O., DIRECTOR

and all territory east of the Mississippi and south of the Ohio to destinations in central territory.

During the year carriers filed tariffs increasing rates on lumber fifteen per cent. These rates are under suspension.

All industry has suffered from car shortage, and lumber has felt this particularly because a large proportion of the cars owned by southern roads are in possession of eastern roads.

A reduction of 20 cents per 100 pounds, on a 60,000 pound minimum to the Pacific Coast was secured. The carriers are now seeking authority to again increase this rate.

An effort by the Rock Island system to cancel through rates from Arkansas and Louisiana to Pensacola, was defeated, and lower rates to Pensacola and Mobile from points on the I. C. and Y. & M. V. were secured.

The government has taken control of the railroads, and the all-absorbing question is whether the method of operation will bring about the needed relief and the greater efficiency contemplated. It depends upon how the government manages these great properties.

"I must confess, that, so far I am sorely disappointed in what

for higher rates whether justified or not, because of the belief that these rates will continue in effect after the properties are returned to them charge, or at least influence the rates that will then be made.

Report of Executive Grading Commission

Your executive grading commission submits for your consideration its recommendations as follows:

It is recommended that in all woods where the grade of No. 1 Common specifies lengths 6 ft. and up the rules be amended to include 4 ft. and 5 ft. lengths, which lengths are to be graded the same as 6 ft.

It is recommended that the present grade of Wagon Box Boards in all woods be changed to read as follows:

WAGON BOX BOARDS.

COTTONWOOD and GUM

Widths: Wide, 13 to 17 inches. Narrow, 9 to 12 inches.
Lengths: 11 to 16 ft.
Thickness: Must be 1 inch thick when shipping dry.
Defects: Bright or sound discolored sap or a few scattered pin worm holes admitted.

11 ft. lengths will admit 3" splits in one end, or their equivalent in one or both ends

12, 13, 15 and 16 ft. lengths will admit of a 12-inch split in one end, or its equivalent in one or both ends; 14 foot lengths will admit of splits not to exceed 6 inches in one end or its equivalent in both ends; otherwise, each piece in 11 to 13 foot lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14 to 16 feet long, one side and one end; sides to work 10 feet 6 inches long; ends to work 3 feet 6 inches long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.

NOTE: Five per cent in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as Boxboards, separate tally to be kept of such boards, showing reduction and measurement.

NOTE: Inspectors are cautioned that "wooly" Cottonwood and lumber so warped that it cannot be used for Boxboards, must be excluded from this grade.

(In the "GUM" Rule eliminate the words "Wooly Cottonwood" in the last paragraph.)

It is further recommended that on page 4, paragraph 5, the first sentence be changed to read as follows: "The delivered price (f. o. b. destination) includes only the usual freight charges to point of delivery mentioned, and are based upon the freight rates in effect at time of quotation, with no allowance for switching, terminal charges, state or federal taxes, or any other charges."

It is further recommended that in the grade of Select Quartered Oak, the width be changed from 6 inches to 5 inches.

It is further recommended that in Common Quartered Sawed Oak, the minimum width be 3 inches instead of 4 inches, and the minimum width of the cutting be changed from 4 inches to 3 inches.

It is recommended that our present grade of Selects as in Oaks be applied to the woods of Ash and Red Gum.

We further recommend that the following be adopted as a standard grade:

"Oak Implement Stock
Widths 6" and Over
Lengths 8' and Over

Will admit only practically sound defects equal to those permitted in standard grade of F. A. S., well scattered pin and spot worm holes; small sound knots or equivalent defects that will not impair the use of the piece for the purpose intended."

The commission feels that it is necessary to change our present grade of sound square edge oak, but owing to lack of time we are unable to formulate a rule to present for your consideration at this time, and ask the authority of the convention for the grading commission to formulate and put into effect the necessary changes to our present rules.

GUM AND COTTONWOOD.

The Executive Grading Commission in connection with Red Gum will report that in its opinion some changes are necessary in the rules, but not having sufficient time to formulate and report these changes at this time, ask the authority to work out such changes as are necessary and put same in effect upon the approval of the Executive Grading Commission.

The Executive Grading Commission recommends that in view of the fact that in the grade of F. A. S. Cottonwood there is no provision for a grade of Firsts that a grade of Firsts shall be inserted in this rule to correspond with the same grade in Gum.

Other committee reports followed, the most important of which being that of the committee on resolutions, prepared by E. A. Lang, chairman; W. O. Crane, R. L. Hutchinson, Thomas Forman and R. L. McCracken. The resolutions follow:

Report of Resolution Committee

WHEREAS: Our country is now at war and it is the first and paramount duty of every patriotic American to devote every energy to the successful prosecution to a victorious conclusion of the aims of the allied armies; and

WHEREAS: Our industry plays a most vital and important part in this work, since upon it devolves the production of millions of feet of lumber required by the government for the purpose of national defense, now therefore, be it

RESOLVED: By the Hardwood Manufacturers' Association of the United States, in convention assembled, we do hereby pledge ourselves to do everything possible within the province of our industry in the nature of war service.

WHEREAS: In recognition of the ruinous competitive conditions existing within the hardwood lumber industry, this association at its last annual meeting adopted what is known as the open competition plan, whose purpose was to correct these conditions for the benefit of the industry and the public welfare. It was recognized that no plan could ultimately succeed which did not have at its base service to the public. Among the results which this association sought to achieve by this plan were the following:

1st—To develop association interest through the medium of price publicity.

2nd—Through the inspection service phase of the plan to stimulate interest in, and development of, scientific methods of grading among the hardwood manufacturers, firmly recognizing the basic truth that the grading of hardwood lumber is essentially a manufacturer's problem.

3rd—Through the operation of the mill instruction phase of the inspection work to afford competent instruction for inspectors and accurate information for the benefit of the mill man, and his competitor also, as to the grade he is making.

4th—To stabilize market conditions, not through secret price fixing methods but through publicity, believing that publicity will ultimately result in bringing about uniformity of prices in harmony with the prevailing economic conditions.

J. H. HIMMELBERGER, CAPE GIRARDEAU, MO., MEMBER BOARD OF GOVERNORS

W. C. BONNER, HETH, ARK., DIRECTOR

P. E. GILBERT, CHICAGO, ILLINOIS VICE-PRESIDENT

[illegible] to the end that doubtful trade practices be abolished and that all trade matters affected will be in the light of open publicity and the ethical practices called into service.

6th. In bringing about a better understanding among competitors and to remove the mutual suspicion [illegible] which has heretofore been a factor in successful [illegible].

7th. To encourage all these [illegible] by promptness, openness and frankness, not by agreements of any kind and not by compulsion the fundamental basis being that correct information will furnish the light by which each of us will individually choose to follow.

WHEREAS, The operation of this plan for the past year has resulted in a realization of the essential soundness of our plan and has resulted in most encouraging progress in the achievement of the purposes set forth, therefore, be it

RESOLVED, That this association go on record as unqualifiedly endorsing the open competition plan and urging its extension and development as rapidly as possible

WHEREAS, The director general of the railroads has expressed the opinion that by virtue of the action of Congress entrusting him with the operation of the railroads he is empowered to make the freight rate, and

WHEREAS, We consider it imperative that the rate-making power continue to be vested in such a judicial body as the Interstate Commerce Commission, and that such power not be lodged in the hands of the man or men entrusted with the actual operation of the railroad properties, and

WHEREAS, We consider it of prime importance that the rights of the shippers continue to be fully recognized and that they be afforded some means of presenting their side of the cases in the event of any proposed change in rates, such evidence as they may submit being judicially considered by some impartial and disinterested body, be it

RESOLVED, That this association go on record as offering the clothing of the director general of the railroads with the rate-making power, such a centralization of power, in our opinion, being inimical to the best interests of the shippers of hardwood lumber, as well as the shippers of all other commodities, and be it further

RESOLVED, That a copy of these resolutions be forwarded to Senator Smith, and Representative Sims, chairmen respectively of the Senate and House committees on Interstate Commerce.

Resolutions seeking better means of handling coal and of thanks to everyone helping to make the meeting a success were read:

Copy to be sent to President and the Honorable H. A. Garfield, Fuel Administrator.

RESOLVED, That the thanks of the association are hereby extended to the lumber trade journals, which have faithfully supported and given publicity to its work during the past year and at this annual meeting.

PREAMBLES AND RESOLUTIONS.

WHEREAS, The efficient conduct of the war in which this nation is now involved is a paramount purpose of the American people, rising above all other considerations, political, sectional, or personal; and

WHEREAS, Such efficient conduct is possible only through such organizations as will centralize control, prepare programmes, clearly define all duties, avoid all conflicts of jurisdiction as between departments and bureaus, such as the War Department, Navy Department, Marine Corps, Shipping Board, Fuel Administration and others; and ensure complete co-ordination; and

WHEREAS, The conduct of the war is apparently characterized by lack of co-ordination; by independent planning by unrelated and unco-ordinated authorities acting without agreement; by absence of power for quick decision and action in vital matters, which conditions tend to confusion, delay, waste and low efficiency; therefore be it

RESOLVED, That, in order to meet the imperative demand of the American people and of the government for the speediest possible preparation for and the most vigorous conduct of the war, for which Congress has conferred unparalleled power upon the President and has provided means almost without limit, the machinery of administration should be strengthened by the creation of

1. A Board of War Control, to be appointed by the President and approved by the Senate and subordinate only to the President. It should consist of men of pre-eminent ability unburdened by departmental routine and should have authority in respect of all matters relating to planning and preparation for, and direction of the war, over all other departments and officials of the government; such Board to supervise, direct, control and especially to co-ordinate the war preparations of every other department and branch, and to that end to be empowered to reorganize in its discretion any existing departmental organizations or methods.
2. A Director of Munitions who, subject to the Board of War Control, shall have sole control of providing all munitions and supplies required for the purposes of the war; and be it further

RESOLVED, That the Congress is earnestly requested immediately to pass the necessary legislation fully to carry out the purposes of the preceding resolution and to repeal any existing legislation conflicting therewith.

After the adjournment of the convention, the new board of governors met and discussed the budget for the year. It was said that last year was a successful one for the association and that the membership increased forty-three per cent. Another success was the open competition plan which first started in oak and since July branched out to ash, basswood, cottonwood, chestnut and poplar.

Mr. Gadd remains with the association in the same capacity.

A feature of the convention was the able manner in which headquarters of the association in the Sinton hotel were attended to. Chief Clerk Dollman was in charge of the office and was assisted by W. A. Gohn and A. B. Reistenberg. Mr. Dollman's system for getting out reports and speeches and attending to the many details of the big convention was most efficient.

Election of Officers

The election of officers, or rather formal ratification of the committee's recommendation, wound up the convention with the result as follows:

PRESIDENT—E. O. Robinson, The Mowbray & Robinson Company, Cincinnati.

FIRST VICE-PRESIDENT—J. W. Matthew, W. M. Ritter Lumber Company, Columbus.

SECOND VICE-PRESIDENT—R. L. Hutchinson, Hutchinson Lumber Company, Huntington, W. Va.

TREASURER—M. W. Stark, American Column & Lumber Company, St. Albans, W. Va.

ASSISTANT TO PRESIDENT—F. R. Gadd, Hardwood Manufacturers Association, Cincinnati.

BOARD OF GOVERNORS

One Year

F. L. Dakin, Cherry River Boom & Lumber Company, Philadelphia, Pa.
R. H. Vansant, Vansant, Kitchen & Co., Ashland, Ky.
W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.
E. A. Lang, Paepcke-Leicht Lumber Company, Chicago, Ill.

Two Years

W. H. Dawkins, W. H. Dawkins Lumber Company, Ashland, Ky.
W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.
Leon Isaacsen, Yellow Poplar Lumber Company, Coal Grove, Ohio.
R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.
Ralph May, May Bros., Memphis, Tenn.

Three Years

W. M. Ritter, W. M. Ritter Lumber Company, Columbus, Ohio.
J. H. Himmelberger, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.
B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.
Peter Carroll, Clay Lumber Company, Charleston, W. Va.
B. F. Dulweber, Kraetzer-Cured Lumber Company, Memphis, Tenn.

1918 STATE VICE-PRESIDENTS AND DIRECTORS

ALABAMA, J. M. Cheely, Sulligent. ARKANSAS, R. E. Lee Wilson, Wilson; W. C. Bonner, C. L. Wheeler, GEORGIA, C. C. Morse, Helen. ILLINOIS, P. E. Gilbert, Chicago; R. L. McLean, Chicago, Max L. Pease, Chicago. INDIANA, T. J. Christian, New Albany. KENTUCKY, Geo. H. Gearhart, Clearfield; W. T. Schnauffer, Lexington; Malcolm Miller, Lenox. LOUISIANA, W. J. Stebbins, Garyville; E. B. Schwing, Plaquemine; J. R. Thistlethwaite, Washington. MISSISSIPPI, F. K. Conn, Yazoo City; A. P. Steele, Sardis; A. B. Wineman, Greenville. MISSOURI, F. A. Satterwhite, St. Louis; W. P. Anderson, St. Louis; C. E. Thomas, St. Louis. NORTH CAROLINA, Louis Carr, Pisgah Forest; G. N. Hutton, Hickory; Andrew Gennett, Franklin. OHIO, W. H. Nigh, Ironton; W. I. Barr, Greenfield; Geo. W. Hand, Cincinnati. PENNSYLVANIA, F. N. Pearce, Philadelphia. SOUTH CAROLINA, H. B. Hewes, Varnville; E. C. Glenn, Varnville. TENNESSEE, J. K. Williams, Fayetteville; M. B. Cooper, Memphis; S. M. Nickey, Memphis. TEXAS, Albert Deutsch, San Antonio; Philip A. Ryan, Lufkin; Rex H. Browne, Beaumont. VIRGINIA, N. W. Easterly, Lebanon; J. D. White, Shawsville. WEST VIRGINIA, D. E. Hewit, Huntington; M. N. Offutt, Huntington.

THINGS I REMEMBER ABOUT THE CONVENTION

There are always a few things a man especially remembers when, back home, he muses over pleasant convention hours. There is usually one truly predominating thing which sticks and a number of other impressions, which, though possibly not quite so vital, are nevertheless equally pleasing to recall.

There was a good deal of satisfaction expressed over the choice of the new president. E. O. Robinson is a strong man with a level head and with a thorough understanding of hardwood problems. He is a truly worthy link in the illustrious chain of presidents who have headed the Manufacturers' Association.

The thing about which everybody talked most was the remarkable attendance, which contained practically no "dead wood;"

which was representative of the entire southern hardwood producing territory, which was earnest in its consideration of business and patriotic problems, and which showed more real pep and vim than has been seen in Cincinnati for some time. The volume of attendance was even more a source of gratification to President Burns and assistant to the president, F. R. Gadd, because of the upheaval in transportation facilities from all parties of the country.

In speaking of officials there were two ex-secretaries of the Hardwood Manufacturers' Association in attendance, as well as a number of ex-presidents. Lew Doster, who is now assistant to the vice-president in charge of sales for E. C. Atkins saw people, and Mr. Doster's successor as secretary, W. H. Weller, now in charge of sales for Offutt & Boice of Huntington, W. Va., were on hand and both showed considerably less worry than they used to when they were responsible for the smooth running of the association machinery.

R. L. Jurden, president of the newly formed American Hardwood Manufacturers' Association; B. F. Dulweber, second vice-president, and Directors E. A. Lang, M. B. Cooper and T. M. Brown were all in attendance at the Manufacturers' meeting.

There were a number of young ladies of Cincinnati who should be grateful to some of the lumbermen who were around the Sinton lobby during the convention. These young ladies were in charge of the sale of 250 Smileage books, and between what they bought themselves and what they made other people buy, the lumbermen came pretty close to getting the whole week's job done in two days.

A man who can put real pep into a convention smoker surely deserves all commendation he can get and then some. Frank Gadd has never said anything about having been a show manager, but he surely demonstrated that he knows how to pull things off in the right manner. The crowd wasn't a bit bored and stuck right down to the finish. The good time at the smoker is going to bring a good many back next year.

One of the unique features of the convention was provided by the Frampton-Foster Lumber Company of Pittsburgh. This outfit is surely a bunch of "go-getters." They are handling worlds and worlds of railroad material from all parts of the country to all parts of the country. There were five live wires from the Pittsburgh office on hand, namely: D. B. Frampton, P. E. Burke, C. D. Newport, W. E. Comstock and W. E. Hamner. These boys wanted to do something nice for the convention delegates so they had printed up a lot of attractive cards which contained the picture of a pretty girl, the name of the Frampton-Foster Lumber Company, and stated that "A gentleman is one who knows he is all right and then forgets it."

They also provided some fifty dozen very beautiful carnations, but did not leave these carnations to pin themselves on the coat lapels of the convention"eers." They provided a trio of pretty girls from the "Oh-Boy" company, which had a day off on account of heatless Monday, or as in the theatrical business, heatless Tuesday. These young ladies in the order of their size were: Lautoria Jordan, Mabel Grete and Alicia Smith. If anyone intentionally got into the convention hall where the smoker was held without having a carnation on his coat he wasn't worth pinning one on. In fact, the remarkable thing about the fifty dozen carnations is that they could have gone so far when there were more than 600 people at the smoker and a good percentage of them insisted upon being decorated two or three times.

In speaking of the Frampton-Foster Lumber Company I was very much surprised on learning that with all its pep and vigor it is one of the oldest concerns in the country in the railroad material business. In fact, the Framptons have been in business for the past sixty-five years. D. A. Frampton is the originator of the concern, he now being eighty-four years old. He secured one of the first orders ever placed by the Pennsylvania Railroad for railroad material, and the company has the original of this order in its files at Pittsburgh to this date.

The concern has spread out a good deal during the last two or three years and now has thirty-eight men in the field buying rail road material and has an office force of thirty located in the Bessemer building at Pittsburgh.

There was more or less credence given to a rumor current during the convention that a certain young hardwood man originating from Buffalo and now associated with his brothers in Memphis, has just become engaged. Up to the time of going to press the report had not been officially denied.

One of the most awe-inspiring and depressing sights was in the erstwhile bed of the Ohio river, now one solid mass of dirty, ragged and ponderous ice cakes. The level of the ice bed is a good many feet above the normal level of the river and its surface is literally pock-marked with the wreckage of boats, launches, barges and all kinds of river craft. Houses even and other structures are not unknown sights riding on top of or half submerged in the mass of frozen water.

Men experienced in river work declare that millions of dollars will be lost along the river and that it will be practically impossible to hold anything that is not now out of direct contact with the flow. It was depressing to see hundreds of well made and previously usable and useful barges, which it is said now bring in the neighborhood of $3,000 apiece, twisted, battered and broken and thrown like straws in the discard on the river banks.

The trouble stretches way up into the headwaters of the Ohio and Mississippi and carries on down to the Arkansas and Mississippi shores. Many a log raft has gone riding on its way, one operator on the Big Sandy having lost in the neighborhood of 30,000 logs. But in spite of this, which seems almost a climax to operating troubles, the lumbermen showed a hearty courage and an indomitable spirit to "carry on" until the work is finished; to stay with the task of getting out the stuff for Uncle Sam and for the normal industries, and to prove up the statement that the lumbermen, being pioneers, retain the hardihood and the courage of those who have in the past invaded the wilderness to turn to useful purposes the resources which nature placed in inaccessible regions for the use of man.

Will Crawford, secretary of the Yellow Poplar Lumber Company, Coal Grove, Ohio, had a splendid time at the manufacturers' meeting until he got down with a case of measles. The doctor in Cincinnati threatened to put a fence around him. With a baby boy at home, he didn't know which way to run, but when Colonel Isaacson took the matter in hand everything went smoothly.

Col. R. H. Vansant was not present owing to his sojourning in Florida, due to the illness of Mrs. Vansant. Young "Van," the second tall poplar, and his partner, John E. McCall, in the Ashland Hardwood Lumber Company, Ashland, Ky., reported their Kentucky mill was turning out a lot of good oak and poplar and they anticipate the price will be a happy one for the new year.

The Texas delegation was presided over by A. Deutsch of the Sabine River Lumber & Logging Company, San Antonio. With him were Frank Keith of the Keith Lumber Company, Voth, Tex.; C. E. Walden of the Sabine Tram Company, Beaumont; A. O. Davis of the same company, Rex H. Browne of the Beaumont Lumber Company, H. G. Bohlssen of the H. G. Bohlssen Manufacturing Company, New Caney, Tex.; P. A. Ryan of the Phillip A. Ryan Lumber Company, Lufkin. The party went on to spend some time at Washington to assist in any way by co-operation with the Southern Hardwood Emergency Bureau and others in furnishing such hardwoods as will be needed from Louisiana and Texas. They are very enthusiastic about the new association, which aims to bring about a better exchange of views on production and the sale of their lumber. They were happily received and made themselves particularly happy in the entertainment of the newspaper boys and co-operation in the work of the convention, they being members of the hardwood manufacturers' organization.

M.

List of Attendance at the 16th Annual of the Hardwood Manufacturers' Association at Cincinnati, Ohio, February 5 and 6, 1918

A. V. Mountz, National Lbr. Exchange Co., Cincinnati, O.
W. H. Abbott, Buskirk-Rutledge Lbr. Co., Cincinnati, O.
A. W. Agee, Dawkins Bros. Co., Loyster, Ohio.
Frank E. Vasey, Hardwood Bldg. & Wrecking Co., Chicago.
E. E. Albe, The Mowbray & Robinson Co., Cincinnati.
E. S. Anderson, Central Lbr. Export Co., New York City.
J. W. Andes, Jr., Andes Lbr. Co., Knoxville, Tenn.
W. T. Anglin, Blankett-Wooster Lbr. Co., New York, N. Y.
D. L. Arnold, Lorentz, W. Va.
F. B. Ashorn, The Jas. Kennedy & Co., Ltd., Cincinnati, O.
Homer E. Ast, The Mutual Lumber Co., Pittsburg, Pa.
M. W. Atwood, C. & O. Railway, Cincinnati, Ohio.
J. W. Bailey, Eastman-Gardner Hdw. Co., Laurel, Miss.
M. D. Baker, Delphi Lumber Co., Cowen, W. Va.
H. Bauman, American Col. & Lbr. Co., St. Albans, W. Va.
John T. Baldwin, Jr., Baldwin Lumber Co., Chicago, Ill.
Leland G. Banning, Leland G. Banning & Co., Cincinnati, O.
Chas. H. Barnaby, Green Castle, Ind.
G. E. Bauman, Maley & Wertz, Evansville, Ind.
A. J. Baehm, Kosse, Shoe & Schleyer Co., Cincinnati, O.
F. C. Bohman, Perrine Armstrong Co., Fort Wayne, Ind.
F. T. Beck, The Mowbray & Robinson Co., Cincinnati, O.
John T. Bierce, O. S. Hawes Lumber Co., Portsmouth, O.
Frederick H. Bremer, Grand Trunk Railway Co., Cincinnati, O.
Douglas Brown, Official Reporter, Cincinnati, O.
D. E. Buchanan, National Hardwood Lumber Assn., Cincinnati, O.
F. P. Bullington, U. S. Epperson Underwriting Co., Kansas City, Mo.
William I. Barr, Barr Holladay Lumber Co., Greenfield, O.
Judge L. C. Boyle, Kansas City, Mo.
W. C. Bartlett, Thomas Hall Lumber Co., Charleston, W. Va.
T. M. Bell, Commercial Agent, Ann Arbor Railroad Co., Toledo, O.
Charles W. Bruce, E. R. Spotswood & Son, Lexington, Ky.
E. E. Beck, E. E. Beck Lumber Co., Cincinnati, O.
H. R. Browne, Cincinnati, O.
Joseph A. Brady, Royal Lumber Co., Cincinnati, O.
M. J. Byrns, Cumberland Valley Lumber Co., Cincinnati, O.
S. M. Bloss, Lyon Lumber Co., Garyville, La.
P. T. Bauman, Gloucester Lumber Co., Rosman, N. C.
John Byrns, Cumberland Valley Lumber Co., Cincinnati, O.
W. H. Baker, Jr., Hutchinson Lumber Co., Huntington, W. Va.
E. M. Bonner, Atlas L. & M. Co., Cincinnati, O.
A. A. Barry, Hardwood Manufacturers' Association, Cincinnati, O.
J. E. Burke, Vansant, Kitchen & Co., Ashland, Ky.
Cleo Burchfield, Burchfield L. & M. Co., Seviersville, Ind.
James Boyd, Lumber Trade Journal, New Orleans, La.
B. B. Burns, C. L. Ritter Lumber Co., Huntington, W. Va.
R. E. Becker, R. E. Becker Lumber Co., Cincinnati, O.
Leo R. Bennett, Howard & Barber Lumber Co., Cincinnati, O.
S. Burkholder, S. Burkholder Lumber Co., Crawfordsville, Ind.
T. E. Blackstocks, Greenwood & Blackstocks, Asheville, N. C.
F. W. Burnham, F. W. Burnham & Son, Erie, Pa.
C. C. Berry, Berry & Fannin Lumber Co., Ashland, Ky.
P. E. Burke, Frampton-Foster Lumber Co., Pittsburgh, Pa.
O. E. Burns, Burns-Knapp Lumber Co., Conneautville, Pa.
J. H. Barclay, Buskirk-Rutledge Lumber Co., Cincinnati, O.
R. E. Bond, Hugh McLean Lumber Co., Cincinnati, O.
R. D. Baird, Bi-Lateral Fire Hose Co., Chicago, Ill.
J. H. Brewster, Mayton Lumber Co., Weston, W. Va.
S. M. Bradley, Morehead, Ky.
D. W. Baird, D. W. Baird Lumber Co., Chicago, Ill.
Rex H. Browne, The Beaumont Lumber Co., Beaumont, Texas.
H. G. Bohlssen, New Caney, Texas.
Edward Barber, Howard & Barber Lumber Co., Cincinnati, O.
W. E. Berger, W. H. Dawkins Lumber Co., Ashland, Ky.
M. B. Cooper, Three States Lumber Co., Memphis, Tenn.
W. A. Cool, Vansant, Kitchen & Co., Boston, Mass.
L. E. Cornelius, Cornelius Lumber Co., St. Louis, Mo.
P. H. Conneighton, Frank Haas Lumber Co., Cincinnati, O.
J. M. Cheely, Kentucky Lumber Co., Sulligent, Ala.
T. J. Christian, Wood-Mosaic Co., New Albany, Ind.
H. L. Clifford, Derry Lumber Co., Detroit, Mich.
T. B. Coppock, S. P. Coppock & Sons, Fort Wayne, Ind.
N. H. Collins, Milne, Hall & Johns Co., Cincinnati, O.
Frank Carr, Carr Lumber Co., Pisgah Forest, N. C.
V. B. Cootes, Rankin-Benedict Underwriting Co., Kansas City, Mo.
W. C. Cobham, George P. Morgan Lumber Co., Parkersburg, W. Va.
W. L. Cort-Lyon, Cincinnati, O.
F. A. Conkling, The Korn-Conkling Co., Cincinnati, O.
W. O. Came, Bristol Door & Lumber Co., Bristol, Tenn.
C. A. Cunningham, L. W. Radina Lumber Co., Cincinnati, O.
J. E. Cosgrove, American Col. & Lumber Co., Cleveland, O.
H. C. [illegible] & Co., [illegible], Ky.
W. E. Comstock, Frampton-Foster Lumber Co., Pittsburgh, Pa.
M. Christie, James Kennedy & Co., Ltd., Cincinnati, O.
W. C. Champion, Clyde Iron Works, Duluth, Minn.
W. L. Chaffey, Oak Flooring Manufacturers' Association, Cincinnati, O.
Lewis Carr, Carr Lumber Co., Pisgah Forest, N. C.
H. M. Covert, New York Central Railroad, Cleveland, O.
W. V. [illegible], Young Pisgah Lumber Co., [illegible], O.
L. L. Clore, Three States Lumber Co., Memphis, Tenn.
J. M. Clifford, J. M. Clifford Lumber Co., Detroit, Mich.
R. W. Cox, Sulphur Springs Lumber Co., Dungannon, Va.
Peter Carroll, Wilderness Lumber Co., Charleston, W. Va.
A. H. Card, A. H. Card Co., Pineville, Ky.
O. E. Collins, Milne, Hall & Johns Co., Cincinnati, O.
E. F. Cooper, Henry Disston & Sons, Inc., Philadelphia, Pa.
J. W. Craig, Queen City Lumber Co., Cincinnati, O.
E. L. Davidson, Parkersburg Mill Co., Parkersburg, W. Va.
Frank L. Donnell, Bedna Young Lumber Co., Greensburg, Ind.
G. W. Doran, Doran & Co., Cincinnati, O.
Floyd Day, Day Lumber & Coal Co., Winchester, Ky.
Charles Duhlmeier, Duhlmeier Bros., Cincinnati, O.
T. E. Day, Greensburg, Ind.
Clarence Donnell, Donnell Bros., Greensburg, Ind.
J. W. Darling, J. W. Darling Lumber Co., Cincinnati, O.
E. W. De Camp, Thomas Hall Lumber Co., Charleston, W. Va.
Theodore Davis, Freight Claims, Columbus, O.
J. E. Daugherty, J. W. Daugherty Lumber Co., Cincinnati, O.
W. F. Duhlmeier, Duhlmeier Bros. & Co., Cincinnati, O.
E. R. Dieterlen, H. Disston & Sons, Cincinnati, O.
S. Horace Disston, H. Disston & Sons, Inc., Philadelphia, Pa.
L. P. Du Bose, Lamb-Fish Lumber Co., Charleston, Miss.
Albert Deutsch, Sabine River L. & L. Co., San Antonio, Texas.
F. H. Duling, Graham Lumber Co., Cincinnati, O.
C. A. Dotson, Meadow River Lumber Co., Rainelle, W. Va.
E. H. Defebaugh, HARDWOOD RECORD, Chicago, Ill.
J. R. Davidson, Doran & Co., Cincinnati, O.
M. M. Davison, Blackwood Lumber Co., Pardee, Va.
B. F. Dulweber, Kraetzer-Cured Lumber Co., Memphis, Tenn.
E. F. De Vol, Louisville Point Lumber Co., Louisville, Ky.
Frank Dillman, Dillman Egg Case Co., Cruthersville, Mo.
A. O. Davis, Sabine Tram Co., Beaumont, Tex.
Lewis Doster, E. C. Atkins & Co., Indianapolis, Ind.
F. P. Dabold, Bond-Foley Lumber Co., Bond, Ky.
W. E. De Laney, Kentucky Lumber Co., Lexington, Ky.
H. J. Dollman, Hardwood Manufacturers' Association, Cincinnati, O.
W. H. Dawkins, W. H. Dawkins Lumber Co., Ashland, Ky.
M. B. Eutsler, Cincinnati Retail Lumber Dealers, Cincinnati, O.
W. H. Ebbing, The Ohio Knife Co., Cincinnati, O.
W. K. Evans, Commercial Agent, Grand Trunk Ry. Co., Cincinnati, O.
R. G. Elmer, Fisher-Elmer Co., Ironton, O.
Fred Ehme, Cincinnati, O.
H. K. Eutsler, C. L. Ritter Lumber Co., Huntington, W. Va.
J. M. English, J. M. English & Co., Asheville, N. C.
George A. Ecker, The Charles E. Lane Co., Parkersburg, W. Va.
E. S. Ennis, The Mowbray & Robinson Co., Cincinnati, O.
Fred T. Egan, J. A. Fay & Egan Co., Cincinnati, O.
H. W. Easterly, Lebanon, Va.
D. C. Edwards, London, Ky.
O. C. Ferguson, Kosse, Shoe & Schleyer Co., Memphis, Tenn.
George P. Franklin, Richard P. Baer & Co., Baltimore, Md.
L. E. Fuller, Lumber World Review, Chicago, Ill.
Berman Fourman, Fourman Bros., Arcanum, O.
Roy Fourman, Fourman Bros., Arcanum, O.
D. B. Frampton, Frampton-Foster Lumber Co., Pittsburgh, Pa.
Howard Fernung, Henry Fernung Lumber Co., Brookville, Ind.
Henry Fernung, Henry Fernung Lumber Co., Brookville, Ind.
R. L. Fooshee, Lee & Fooshee, Sparta, Texas.
Thomas Forman, Thomas Forman Co., Detroit, Mich.
E. L. French, Miller-Wells Lumber Co., Cleveland, O.
Blain Fulton, Edgerton-Fulton Lumber Co., Erlanger, Ky.
A. L. Ford, American Lumberman, Chicago, Ill.
W. H. Flinn, Thomas Flinn Lumber Co., Cincinnati, O.
O. E. Faught, C. R. Hall Lumber Co., Cincinnati, O.
A. C. Farris, Farris Hardwood Lumber Co., Nashville, Tenn.
H. W. Fisher, Commercial Tribune, Cincinnati, O.
H. C. Fowler, Case-Fowler Lumber Co., Macon, Ga.
A. L. Foster, S. M. Bradley, Morehead, Ky.
W. J. Griffith, Griffith & Son, Oliver Springs, Tenn.
J. W. Grimsley, J. A. Fay & Egan Co., Cincinnati, O.
C. W. Geist, Queen City Supply Co., Cincinnati, O.

(Continued on page 57)

THE accompanying illustrations are a fair sample of the large stock (now 1,000,000′) of 1/24″ Sliced FIGURED RED GUM we carry in our warehouse.

We can furnish FIGURED RED GUM in Sawed or Sliced wood, any thickness. Prices quoted and information given on anything of interest to you.

These stocks are nicely and fairly sampled. You can get full sized samples of logs from us, sent by express prepaid, upon request. We also furnish—free—large panel, natural color, piano finish. Directions for finishing Gum in the natural or stained, accompanying each panel.

You should use FIGURED RED GUM in

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(*Home—Club—Church*)
FURNITURE
(*Office—Dining Room—Bedroom—Den—Everything*)
PIANOS, VICTROLAS, ETC.

The fanciful variegated figure attracts you. Its beauty grows upon you. Once used, always admired. The soft tones and tasty figure make it enduring and gives lasting satisfaction.

We, as the largest producers of this wood, are able to serve you best. A large assortment. specially selected stocks and superior manufacture, commend our goods to your use. Write us for samples or information.

NICKEY BROTHERS, Inc.
Memphis, Tennessee

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Mahogany Operators Get Together

Close Co-Operation Will Follow Years of Friction

A HAPPY occurrence in the past month was the organization of mahogany importers, manufacturers and dealers in the United States, at Washington. Under the stress of the need for airplane work and other uses, the government called the mahogany people together and told them to organize and get busy to furnish the government with over one hundred million feet of mahogany annually. Most everybody familiar with the mahogany business will recall the inability to get that wood from Africa, Central Mexico and Cuba owing to lack of steamer room and the high freight rates, which have created a hardship in the business for a year or more. Inasmuch as last year's importation was about fifty-six million feet, and the largest importation ever made for one year was seventy-six million, you can understand Uncle Sam's need for mahogany. The fact that the government insists on Central American mahogany, not African, is another proposition that makes it a government necessity where whole-hearted co-operation of all operators is necessary, and they are anxious at this time to co-operate. The bringing together of these men in this association will be beneficial to the industry as well as to the country. The mills are located from New Orleans to New York, and as far West as Chicago. It is believed that before the month of February is over a close working arrangement will be made for turning in to Uncle Sam all stocks, including logs, logging contracts, and so forth, to insure the promptest delivery possible of mahogany for airplane work as well as for ship interiors, etc.

The officers of the association are: Thomas Williams, Ichibod T. Williams & Sons Company, president; R. S. Huddleston, Huddleston-Marsh Mahogany Company, treasurer; Charles H. Thompson, Lewis Thompson & Co., Inc., secretary; Alex Williams, Astoria Veneer Mills & Dock Company, Long Island City, chairman, Frank Otis, The Otis Manufacturing Company, New Orleans, J. C. Wickliff, C. C. Mengel & Bro. Company, Louisville, Ky., F. C. Leary, I. T. Williams Company, New York, and Charles H. Thompson, Philadelphia, form a committee to co-operate with the government in working out the proposition. It is believed, however, that before this paper goes to press, this will be consummated, or at least well on its way.

It is very pleasing to note the good fellowship existing between these men who never worked together before, but seemed to think the other fellow wore horns. However, now there is a happy feeling and the best kind of co-operation can be anticipated not only in government needs, but with the consuming trade in mahogany.

HARDWOOD RECORD wishes to extend its best wishes for the greatest prosperity for this organization.

Because it is practically impossible to obtain supplies of veneers from the usual sources in Arkansas, Tennessee and Missouri, due to the demoralization of freight traffic, the Blum Bros. Company, Marshfield, Wis., maker of cheese boxes, is adding a complete veneer cutting outfit to its factory at a cost of about $10,000. It is to be ready by April 1, at which time the company hopes to have accumulated sufficient logs from the northern hardwood district to keep it in continuous operation throughout the year. The daily consumption of the plant is about one carload of veneer and the capacity of the new mill will be about 500,000 feet of logs per annum. About 300 cheese factories depend upon the Blum plant for their supplies of boxes.

Nearly all imported woods may be occasionally made into veneer, but those of real importance are mahogany, Spanish cedar, Circassian walnut, satinwood, rosewood and ebony.

ALEX. WILLIAMS, NEW YORK, N. Y., CHAIRMAN WORKING COMMITTEE

R. S. HUDDLESTON, NEW YORK, N. Y., TREASURER

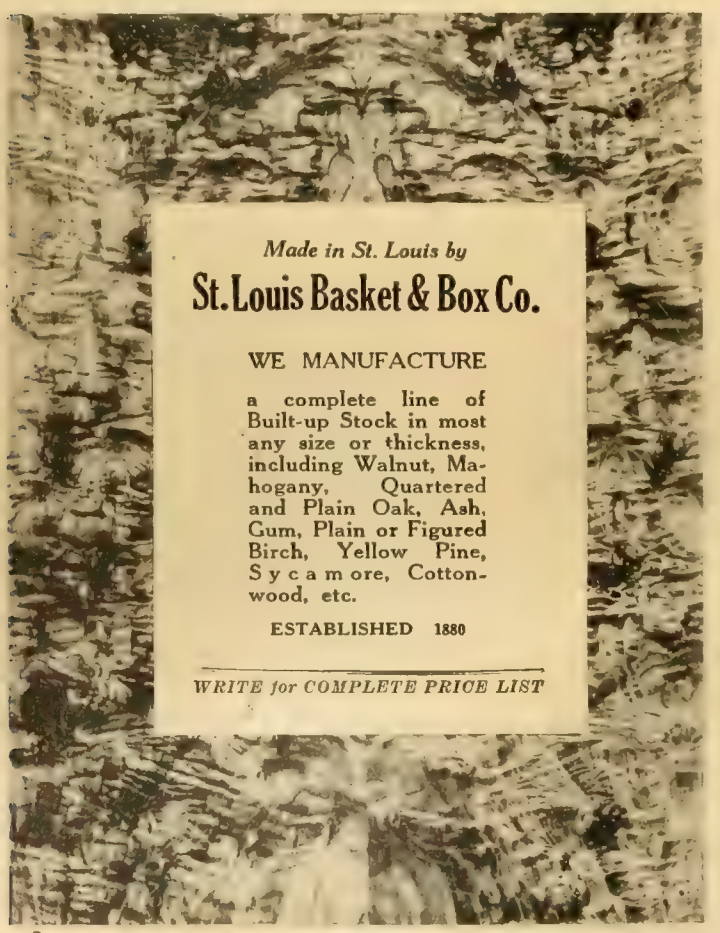
CHARLES H. THOMPSON, PHILADELPHIA, PA., SECRETARY

Veneered Work for Enameled Furniture

Enameling Is Not Infrequently Done Upon the Surface of Expensive Woods

THE PRESENT VOGUE of enameled furniture is of interest to the manufacturer of veneers and panels for the reason that it changes in some degree the character of the demand for these products. The furniture manufacturer who is enameling over his veneered work is not so much interested in the proposition of appearance or figure, since he is supplying the element of looks through the opaque finish which he applies. He is more interested than anything else in the matter of the right kind of surface for the application of the finish.

During the past season or two the furniture markets have had a noteworthy increase in the amount of enameled goods offered to the trade. In Chicago during January, for instance, enameled furniture was well to the fore, and not only were there a great many exhibits in which it was featured, but the dealers were reported to be buying liberally. This indicates a substantial demand for this kind of goods, and hence a more or less permanent place for enamaled furniture in the trade. Consequently conditions as they are affected by this feature are worth studying from the standpoint of the man whose products are to be covered with enamel instead of a transparent varnish.



When ivory enamels first began to appear a few years ago on a big scale they were seen first in connection with bed room suites. For some time it seemed to be taken for granted that this was about the only direction in which the manufacturer could go with his enamels, but the line of enameled furniture which it is possible for a dealer to put into stock is now considerably broader than this. No one has been daring enough to put out enameled furniture for the living room or dining room, but there are plenty of breakfast room suites, while the outdoor furniture of all kinds, including porch furniture, is enameled almost as a matter of course.

Furthermore, the chair manufacturers have taken hold of the enameling proposition with such avidity that one has reason to be surprised, until it is realized that these producers have been looking for some way by means of which to inject a note of novelty and interest into their goods, which for some time have lacked these elements in the degree desired by the manufacturer who is seeking the development of an earnest demand on the part of the trade. Enameled chairs, not only for children, but in other types of seating, are to be seen in the exhibits of leading manufacturers, who have also shown their desire to break away from precedent by the use of novelties in upholstery cloths, introducing new and somewhat bizarre colors in place of the dark and somber shades which have been principally in use for so long.

Of course, the panel man is not so much interested in the chair trade as in that of the case goods manufacturers, although a good many chair seats are veneered. Upholstered chairs have little or no veneering about them, and hence the tendency in this part of the furniture trade is most interesting as an evidence of how the industry as a whole is developing enameled goods, and thereby changing in many respects the situation with reference to the demand for veneers and panels.

It has been assumed by a great many people that the principal reason why veneered work is employed in furniture making is because of the improved appearance which it is possible to obtain by the use of face material which shows unusual figure or is handsome to an unusual degree in some other way. From this standpoint the use of veneers has been a concession to beauty rather than utility, and the veneered product has held its own because of its ability to make a more attractive product than would be possible otherwise.

This argument is not sound because laminated woods are employed freely in lines where the element of appearance does not come into play. For instance, automobile frames are often made of layers of wood rather than single pieces, for the purpose of strength and resiliency; but if any one had held to the notion that there

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THIRTY-SIX years' successful experience in Walnut. Let us solve your Walnut problems. Dry Walnut, all thicknesses and grades. Plain and ribbon figured table tops, chair stock, squares. Long figured Veneers and Buttwood.

Our prices will interest you.

Geo. W. Hartzell
Piqua, Ohio

What Wood Went?

at the January shows

Walnut

and we have it.

Sliced for your straight line effects.

Half Round in both mottle and grain figure with beautiful matching possibilities.

Don't you want to look at our samples and select just what you have in mind as being "the thing" to use since you returned from "up there."

The Louisville Veneer Mills

Operating Rotary Machines, Saws, Slicers

Louisville Kentucky

is no excuse for using veneers when the matter of the appearance of the wood is not the prime consideration, it would be eliminated by consideration of the present situation in the furniture business.

Practically all of those who have been manufacturing furniture with veneered tops, end panels and drawer fronts, when their products were being finished with varnishes which covered but did not hide the wood, are continuing to employ the same materials today. They have not changed the character of the material used simply because of the change in the finish. Veneered work having proven satisfactory heretofore, whether because of the convenience with which it may be obtained or for other reasons, the manufacturer is continuing to employ it now, when the element of appearance of the face veneer does not figure in his calculations.

However, as suggested above, the quality of the material over which the enamel is spread is a factor that is being taken into account. The finisher wants a close-grained surface which does not absorb too much of the material. This makes the best base for enamel to be laid over, and among the woods which are pronounced by furniture men to be especially suitable for this work are birch, gum, maple, beech and elm. The first three on this list are already generally used in the trade, the first two being prime favorites for other reasons, so that it is hardly likely that there will be any necessity for change in the character of the material used, as a result of greater attention being paid to the suitability of the face from the standpoint of furnishing a foundation for enameling.

Gum seems to be living up to its reputation as a general utility wood, running birch a close second in this respect. Birch won its first reputation as a wood which could be finished to resemble mahogany, but now is being chosen on its merits in many cases, and offered as birch and not as a mahogany substitute. Gum went through the same process, being introduced as the best possible material with which to furnish a pseudo-mahogany or American walnut, but there is comparatively little gum being sold today which is not offered and advertised by the manufacturer and the dealer as gum. That both woods are proving most satisfactory in the work of enameling is merely a further tribute to their general value and usefulness, indicating one more reason why they may be considered among the most popular of all cabinet woods.

Even if there were cheaper woods which could be substituted for these in the enameling work, it is doubtful if furniture manufacturers would take much pains to seek them out. In the first place, the materials referred to are familiar and well understood. They are handled in the factory without difficulty, because everybody knows just what to expect of them. From drying to finishing, they offer no problems which have not been met and solved already. Hence, there is always a disposition to continue the use of time-tried favorites, rather than turn to something else which may temporarily have advan-

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First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
30 M ft. 4/4
Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
F.A.S. 6″ & wider, 8′ & longer

No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

ST. LOUIS, MISSOURI

Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.

tages, but the handling of which may develop troubles which will more than offset the initial economy.

Another reason is that, regardless of the character of the finish, the customer likes to know that the wood underneath is a product that one can be proud of. To show how true this is, one of the leading Jamestown manufacturers, who has been selling enameled tables for a number of years, has a considerable demand for one number which is made of mahogany throughout. The use of mahogany for enameling might be considered extravagance from one standpoint, and yet the man or woman who buys a table of this character, and who casually calls the attention of friends to the fact that the wood underneath the enamel is mahogany, the aristocrat of cabinet materials, experiences a degree of satisfaction that could hardly be equaled in any other way.

It is the same principle that makes a man buy a tailor-made suit when he could get one ready-made that would fit him just as well. It adds to his sense of self-respect to have something a little better than necessary. Some salesmen, just before they prepare to call on a particularly tough prospect, indulge in the best possible lunch. It makes them feel just a little bolder, just a little more confident of their own abilities.

So the ultimate consumer likes to buy furniture which is good even in those parts which don't show. For that reason mahogany is none too good for enameling, and the woods which have established themselves in the regular work of veneering, and have been most suitable for the application of the usual finishes, may be relied on to continue through the vogue of enameled furniture. They have qualities which make them suitable for this kind of finish, and they also possess the confidence and favor of the public, a factor which even the most technical finishing expert would hesitate to discard without hesitation.—G. D. C., Jr.

"EASIMOOV"

The Veneer Tape that is "Up to the Second" can be removed instantly after having served its purpose, without being sanded. Saves time and expense.

Write for sample coils

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The Veneer Tape Specialists
MAIN OFFICE AND MILLS, BROOKFIELD, MASS.

Letters from a Panel User

ABOUT COSTS OF DIFFERENT KINDS OF POWER

Monroe, Mich., Feb. 5.—Low cost of production is an absolute necessity in every business, especially in the panel business, for the reason that the margin of profit is so small. In order to get low production we must analyze all departments. We must know that we are manufacturing as low as the keenest competitors. We must know that we are buying right and that the goods are being produced with the most modern equipment at the lowest possible cost, quality considered. In order, however, to get low cost we must not forget the cost of power. Every manufacturer should make an investigation of the cost of producing his power. Perhaps you can produce it as cheaply with your steam plant at your competitors using electric drive. Ninety-nine chances out of a hundred, though, are that you cannot do so.

Therefore, I would suggest that you have an expert determine this for you. Your books will show you the cost of your power, i. e., coal, oils, packing, firing, engineer, depreciation on power equipment. Be satisfied that you know this cost absolutely. Borrow or rent a motor of sufficient power to turn your load. Have the central power plant connect wires to their line for the test. They will be glad to do so and in most cases make no charge for this service, as they are after business. It is a simple matter to determine the horse-power required for every machine, also the power waste, due to unnecessary countershafts, line shafting, etc. You have the central power rate. After you have completed your tests it is a simple matter to determine the cost when buying your power, compared with your present cost.

The writer made this suggestion to a wood working manufacturer a few years ago. I have since been told that he paid the entire cost of motor installation ten months after operating with electricity. The manager informed me that they needed waking up.

When the purchase of electric power is contemplated, the first cost of the motor is frequently the factor which overshadows all else in the mind of the panel manufacturer.

In many panel plants some machines are operated continuously ten hours per day, and in the same place there may be others which are run only one or two hours per day. The work should then be so arranged that the machines necessitating intermittent operation be used without throwing all on at the same time. Under

these circumstances a comparatively small motor running at high efficiency may be installed to drive all such intermittently-used machines in a group through the intermediary of a short length of shafting.

The practical panel manufacturer will only consider the application of electric power if by so doing he can see clearly that he will thereby insure, first, uninterrupted operation, and second, a saving in the cost of production either by increasing the quantity of the product with a given tool equipment, or by a reduction in operating expense. A lot of manufacturers of wood-working machinery now sell their tools provided with proper connections, so that all the user has to do is to arrange for wiring up. Again, machine manufacturers will be glad to co-operate with you. If you do not care to go to what may seem trouble to have the tests made, which were suggested above, suppose you write to the various manufacturers of the machines you have installed and learn what power is required for each machine. By so doing, allowing a reasonable amount for countershafts, you can very readily approximate whether or not you will save money by changing to electric drive. I have yet to find the first veneer or panel manufacturer who has regretted changing to electric drive.

There are many considerations to be taken into account in determining whether it will be more economical to buy current from a central station or to establish a separate plant. While there are strong advocates of both methods, nevertheless, the majority of engineers grant, I believe, that sometimes one and sometimes the other will be more economical.

If your plant is large enough to warrant the expense I would suggest your employing a consulting engineer.—A. T. D.

Veneer Panels for Airplanes

Some interesting facts are brought out by an examination of the specifications on which the government has let contracts for 3,000 airplanes.

Each machine requires in its construction 143 veneer panels, all except two being 3-ply, and two are 5-ply. Approximately 500 square feet of panels are required for each machine.

Twenty sizes of panels are used. The longest is 144 inches long, 11½ inches wide. The largest in area is 72x37 inches. The smallest is 60x4 inches. More than half of the panels used in the construction of the airplane are 60x4 inches. They are the wing ribs. The largest panels are used in the equalizers.

These panels are all made of mahogany fronts and backs, but the cores or cross-pieces inside may be of yellow poplar.

Panels of a width under fifteen inches must be in one piece; but those of greater width may be jointed in proportion of the widths as compared with fifteen inches. Where crossbanding is jointed, the edges must be butted and jointed the same as for face work.

These panels may be glued up in stock of greater widths than specified, but so as to produce the widths required, and may be shipped without cutting.

The panels are required to be made with water-proof glue or high grade hide glue.

The total number of panels called for in the contract for 3,000 airplanes is 439,000, and of these 4,500 are 5-ply, the others are 3-ply. On the basis of 500 square feet of panels to the machine, the total for the whole order is 1,500,000 square feet.

The Roddis Lumber & Veneer Company, Marshfield, Wis., has accepted a $50,000 order from the French Government for veneer material to be used in the construction of aircraft. Work on the order is now under way.

Reports presented at the annual meeting of stockholders of the Medford Veneer Company, Medford, Wis., showed that while operations in 1917 were only fairly profitable, prospects for 1918 were more encouraging as arrangements have been concluded for a more ample supply of logs. All officers were re-elected.

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(Continued from page 27.)

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Movie of a Man Singing Banquet Songs

Courtesy of Chicago Tribune and New York Tribune

Harder Elected to Head Northern Association

Northern Hemlock and Hardwood Manufacturers Discuss Costs, Market Conditions and Prices. Have Enthusiastic Meeting, Replete With Optimism

The leading speakers at the annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association held at the Hotel Pfister, Milwaukee, Thursday and Friday, January 31 and February 1, were well known men in or associated with the lumber business.

With President J. J. Laugle in the chair, the meeting opened with a few words from him, after which he introduced Charles S. Keith of Kansas City, who in his capacity as president of the Southern Pine Association, spoke on the subject, "Relation of the Government to the Lumber Industry." His address was in effect a warning against a probable effect upon the lumber business of [illegible] session [illegible] progress made during 1918. He went [illegible] back, comparing the work of the last three years, and gave a suggestion of what may be expected during the coming year.

The Northern White Cedar Shingle Manufacturers' Association met in the afternoon, the lumber association giving way on its program to the shingle men, many of whom are members of both associations.

E. A. Hamar, Chassell, Mich., is president of the shingle association and O. T. Swan is secretary. The feature of the session was an illustrated talk by Dr. Hermann Von Schrenk of St. Louis. Dr. Von Schrenk said that the big thing to be done is to manufacture

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O. T. SWAN, OSHKOSH, WIS., SECRETARY

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inattention to the many new and vitally interesting problems which arise every day.

Mr. Keith is also chairman of the governmental relationship committee of the National Lumber Manufacturers' Association. He described the work of that body and also told of his version of the Chamberlin bill aimed at the control of sawmills of the country. Mr. Keith made the interesting prediction that wholesale and retail prices will both ultimately be fixed by the government.

L. C. Boyle of Kansas City followed Mr. Keith and emphasized the necessity of actual knowledge of stumpage cost as well as manufacture. "In fact," he said, "the biggest problem before the lumber manufacturing trade today is a deep study of scientific means of arriving at cost of producing and selling lumber." He urged this as a measure calculated to result in a satisfactory and fair level if price fixing ultimately becomes a part of government supervision of industries.

Another interesting speaker of the morning was A. L. Osborn of Oshkosh, who reported for the bureau of transportation and legislation. His talk digressed on the subject of labor and did not give anything encouraging as to the transportation situation.

The last address was given by B. G. Packer, who spoke on raising of cattle and sheep on cut-over lands. This talk was full of interest. Such subjects are of vital interest to the lumber trade of Wisconsin, which faces the problem of profitably and satisfactorily disposing of cutover land.

O. T. Swan, secretary of the association, closed the morning the kind of shingles the consuming public wants, and those that will receive the O. K. of the fire insurance companies.

Strength Shown in Market Report

The Friday morning session was opened with a report by H. H. Butts, chairman of the bureau of statistical and educational information.

Mr. Butts pointed out that it was the function of his committee to follow closely the pulse and trend of the market, and to present frequently to the members a detailed statement of the market situation, giving specific information on those controlling factors, such as the current values of yellow pine and other competing woods; the comparative status of stocks on hand and probable production and the current demand. He pointed out that his work was of a purely informatory character and that due to the carefully selected personnel of the committee, the committee having access to wide sources of information and coming from widely different parts of the association territory, its reports were very representative.

Mr. Butts took up the subject of the co-operation of the members of the association, and among other things he said:

[illegible]

In every poll that has been made the last year after the secretary seems to have exhausted his resources in this respect, I have written two and three personal letters and in several cases I have been politely informed that the delinquent had something else to do besides filling out the blanks in question. Now, fortunately, these members are in the minority, probably possessed with the idea that because they are paying their little old thirty cents annually in dues that it is up to the association to guarantee them a profitable business. Gentlemen, any firm that cannot sit down, and in less than one hour's time give a conservative report of his stock on hand, sold and unsold, had better call in an efficiency expert or a receiver. How can you conduct successfully the selling end of your business if you do not know the status of your stock on hand?

The speaker discussed the market as he sees it at this time, quoting values at which various members are now reporting sales and pointing out in particular that in view of the increasing production costs it will doubtless be necessary for the manufacturers to make increasingly better sales if they continue to meet these costs. At the close of his report Mr. Butts acted as chairman of the meeting and called upon a number of the members to discuss market conditions as they see them and to report on the sales which they were making. The discussion, which was very actively participated in for nearly two hours, brought out the fact that many sales are being made at much better prices than many of the members present had believed possible, showing clearly that the market at the present time is very strong, both actually and from a statistical and argumentative standpoint.

George H. Chapman urged that members prepare themselves to benefit from the reports of the committee, which is distinctly authoritative and can be made even more so by increasing the number of reports of sales they contain.

He said he personally has an index of every sale reported since the reports started. Mr. Chapman said that in his twenty-nine years of selling he had never before felt so sure of the lumber market and that he now looks for strong market in all things. He expresses the belief that commodity prices will never return to the former level. He anticipates a large trade in retail centers as soon as the farmers can get dug out of the snow and start their spring work, and he said that there will be need of every foot of lumber that can be manufactured. He said that stocks are rather short; that the box factories are really up against it for material.

C. A. Goodman expressed himself as surprised at the lack of confidence in thick hardwoods. He said that the outlook is distinctly strong and that actual sales showed this to be true. Reporting from actual sale records he said that on basswood all items are selling on list or better; the same is true of ash and beech, the latter being especially strong in 6/4. Rock elm is selling above list.

Mr. Goodman emphasized though that in this wood the spread of fifteen dollars between 8/4 and 6/4 is not representative of the market. He said that there is no possibility of a break in the market.

Mr. Butts said that the members should keep the committee informed of cases where the list does not reflect the true market.

A. L. Osborn expressed the absolute conviction that with increasing costs, prices will further tend upwards.

Edward Hines then gave one of the most interesting and meaty talks of the meeting. He said he has observed during forty years of lumbering, that the past proves the future; that the trade has never realized the real worth of lumber. The gist of his talk was that in spite of present high prices, the lumber trade is really not making any money because of excessive cost of stumpage and manufacture; that with costs figured properly, that is, figuring the replacement value of stumpage as present worth of stumpage and replacement value of lumber based on present worth of stumpage, plus present cost of manufacture, there would not be any profit on the books at all. He instanced an interesting case illustrating the fact that present methods of figuring prices on lumber are wrong. Advances, according to Mr. Hines, should be made on a percentage of former prices rather than at so much per thousand or so much per car. He told of one case where in approaching a large manufacturer who buys almost a million feet of lumber a year, but much more in other commodities, he was faced with the necessity for getting a price commensurate with the increase in cost of other items, which had run from fifty to 150 per cent above last year. Therefore, in place of figuring an increase in dollars and cents per thousand or per car he merely named an advance of a certain per cent, which struck the buyer as reasonable in comparison with other items. Thereby he brought his price to a point where it pretty nearly represented the increased cost of manufacture.

Mr. Hines prophesied that birch will soon be bringing $75 per thousand, and made the interesting statement that in his opinion, if right charges are made for replacement no Wisconsin mill is now showing a profit. He emphasized and urged that even with high prices prevailing now, manufacturers should not be satisfied, as costs have increased even more rapidly.

Mr. Hines was distinctly optimistic as to the future. He expressed himself as believing that immediately after the war all the lumber will be needed for which shipping room can be found. He said that even now there is a decided tendency to increase building

M. J. QUINLAN, SOPERTON, WIS., DIRECTOR

M. J. FOX, IRON MOUNTAIN, MICH., CHAIRMAN GRADES COMMITTEE

E. A. HAMAR, CHASSELL, MICH., DIRECTOR

in manufacturing circles, as increased production necessitates more producing capacity. He said:

"Forget what you have been getting. Figure your prices on what it is costing today and what it will cost tomorrow to turn out the lumber."

There followed then a general discussion on costs, and finally R. B. Goodman agreed that if the bureau of statistical and educational information will furnish the data on percentage of each grade and thickness in the different species of hardwood lumber, he personally will undertake to produce within a week's time after receiving the information, cost figures on those different items.

Bruce Odell instanced the information that he has received a big demand for four-inch maple planks to be sent in as wide widths as possible to the battlefields of France, where they will be used for repairing wagons right on the field.

W. A. Holt said that he had had definite information on the subject of wheels for trucks. He said that in spite of the fact that practice and theory show that the wooden wheel is immensely superior to and cheaper than iron wheels, this government has ordered that no wooden wheels shall henceforth be used on trucks manufactured for this government.

George H. Chapman, chairman, then reported for the bureau of grades. He said that it is not now possible to get reinspection on old rules of the National Hardwood Lumber Association unless the sale reads "No. 1 common and selects."

Railway Discussion

C. D. Jackson, chairman of the state railway commission of Madison, spoke on federal control of the railroads. Mr. Jackson made a very good impression on his listeners. He said there are many changes in the future of our government functions. Speaking specifically of new legislation providing for government control of railroads, he said that if the administration's desire is carried out, the railroads will probably never more have private control, and that from then on the question of railroad control will enter the political arena and become an important political factor. He expressed the personal doubt as to government control being beneficial, expressing the belief that there will be more cost under government control for the same service as rendered today by private ownership.

He deplored the tendency of the administration to force into the hands of one man the power to fix rates in the United States, expressing himself decidedly that it is wrong to establish the precedent of one man establishing rates throughout the country even under government ownership, as such rate fixing power would inevitably lead to political bias, and it would be disastrous to have any rate fixing affected by political circumstances. Mr. Jackson assured the association of his desire to co-operate.

Oppose Sales in Transit

The committee on resolutions presented a resolution to the effect that in view of the need for most efficient handling of cars, the association go on record as opposed to the practice of the railroads accepting cars for sale in transit. The resolution was unanimously adopted.

Arthur Peabody, state architect of Wisconsin, spoke on the question of model farm building to be located at Madison.

Following his remarks the association gave him speedy assurance that the lumber would be provided for.

National Function Not Confined to War Work

R. B. Goodman spoke then for the governmental relations committee of the National Lumber Manufacturers' Association, saying that the work of that committee is vastly important, but is not the only thing being carried on by the association. He desired to eliminate any impression that may have been created that this is the only work of the National organiation. He instanced as equally important the work of investigations being followed out by engineers, the bulletins being issued, the trade extension and other work being carried on. He emphasized that no one thing is overshadowing others in the association work.

New Officers Named

The nominating committee then recommended the following officers, who were unanimously elected for the ensuing year:

President, George N. Hooper, Red Lion, Wis.
First Vice President, M. P. McCormick, Sturgeon, Wis.
Second Vice President, J. Foster Mason, Wis.
Executive Committee, Lee Hoopingarner, Coneyville, Ark.; A. L. Ormsby, Merrill, Wis.; M. P. McCormick, Sturgeon, Wis.; M. L. Lee, Chicago.
Committee on Statistical and Educational Information, H. H. Bell, Chicago.
Directors, M. L. Quarles, R. B. Goodman, E. A. Hodge, J. T. Phillips, J. J. Lucas, W. E. Crosby.

Mr. Harder made a very pleasing and sensible talk of acceptance.

There followed some little discussion of trade acceptances and of the terms of sale promulgated by the National Lumber Manufacturers' Association. It seems that the latter matter is still being held in abeyance because some of the large affiliated associations had failed to accept and adopt the terms. It is hoped that the matter will come up again at the next meeting of the board of directors of the National Lumber Manufacturers' Association, it being possible that there may be some slight alterations in the terms to meet what appears to be the desire of the trade.

Discussion of the payment of war tax on freight bills shows that little difficulty is experienced in handling this matter, buyers in practically all cases realizing that the sense of the legislation was that they should pay.

W. B. Clubine spoke then for the special committee on ties. He said that tie material produced by the members is in many cases not suitable for main line construction, but that in the territory served by the members there are more branch and switch lines than main lines. He stated ties must be treated in order to get the best results.

Mr. Clubine said that there was a good deal of beech, birch, maple and hemlock in the association territory that is fit for ties. He stated that Michigan maple creosoted has competed successfully in the East with uncreosoted white oak. He said that nothing much can be expected now until the creosote supply is more definitely assured by renewal of importations.

The meeting then adjourned.

The House of the Future

In England the architects and builders are discussing the house of the future. The London Economist is leading the discussion, and in a recent issue it said that standardization of finished parts is now generally accepted as a strong plank in any program of future housing. The fear that it would lead to tedious repetition of design is fast vanishing, and it is being gradually realized that it will not greatly interfere with the architect's individualist touch. The greatest difficulty of all, however, is the utter impossibility of providing dwellings at low rents, owing to the increased cost of material and labor.

Building must be done rapidly. The slow processes, once the rule, can no longer meet the changed conditions. Houses must be had quickly, but they must be substantial. Such a policy will call for more change in building methods in England than in this country, but change may be expected here. The house built of wood can be standardized more readily than buildings of other materials. Doors and windows are already largely standardized, and the practice might be extended to stairs, floors, cornice and interior finish. By the use of such standardization houses might be erected in shorter time and at less cost, and little or nothing need be sacrificed to quality.

The planing mill man should give preference, in buying lumber, to the mill that takes infinite pains with the piling to keep its lumber straight, for straightness is always important. You probably know what it means to put crooked or warped stock in a door frame, but do you fully appreciate the advantage of also having nice, straight stock for casing and base?

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

Horace F. Taylor, after serving three months on War Industries Board, has returned to Buffalo and has been succeeded in Washington by Walter E. Chamberlin, who is interested in John M. Woods & Co., East Cambridge, Mass., and the J. M. Woods Lumber Company, Memphis, Tenn.

While President Wilson has intimated that he will press Congress for legislation extending government control, including price regulation, over many necessities, of which the president is understood to regard lumber as one, hardwood men who have been in touch with the government operations here do not believe that it is contemplated at this time to fix hardwood prices. Some say that such prices never will be fixed. A report that grades and prices for vehicle stock have been fixed has been officially denied. It is estimated by hardwood men that 100,000,000 feet of vehicle stock has been required for army vehicles and spare wheels. This is on the basis of 700 feet per wagon.

Investigations have been made into the possibility of using furniture, sash and door, and other woodworking plants for relieving the overburdened wagon factories in connection with the production of necessary spare parts for army wagons and vehicles, thus releasing a portion of the existing wagon manufacturing capacity for the production of farm wagons. It is also proposed to use steel wheels for army kitchens, thus relieving the shortage of seasoned material for wooden wheels, and the development of additional gun carriage capacity through the transformation of existing plants.

The navy has gone on the market for 265,000 feet of Philippine mahogany for delivery at Norfolk, Va.

Bids to Be Opened

The general supply committee of the government is out with an announcement that bids will be opened here March 6 for offerings to supply the government departments in Washington with lumber, millwork, packing boxes, etc., during the fiscal year beginning July 1 next. The specifications call for numerous items and lots of hardwood and softwood lumber for various purposes, including ash, basswood, birch, cherry, mahogany, maple, oak, poplar, chestnut; also cypress, yellow pine, white pine, sugar pine, flooring, hickory, laminated wood, etc., in many sizes, lengths, qualities, grades and varieties and for many purposes, including moulding, posts, shingles, veneering, baseboard, doors, labels, maple doweling, plugs, rollers, sills, stakes, etc.

Boxes by the thousand are also wanted next fiscal year by government departments here. These bids should not be confused with the war contracts that are being let by various branches of the government. The former are for strictly "home consumption" in the department buildings here.

The Andrew C. Sisman Company of Detroit, which has been bidding on joinery work for government wooden ships, is reported to be on the market for quantities sufficient for fifty vessels of such materials as studding, sills, capping, decking, sheathing, ceiling, etc.

It is reported that birch for airplane propellers has been recently bought by the government through the Northern Hemlock and Hardwood Bureau. Major Charles R. Sligh, formerly of the aviation branch of the service, has been succeeded by Lieutenant Edward L. Ryerson of the signal corps. The Forest Service is sending two experts into the southern Appalachian, the White mountains, Adirondacks and Maine to study spruce timber with a view to using some of it for airplanes.

The service has also recently awarded a contract for 24,000,000 feet of Sitka spruce, much of it suitable for airplane stock, in the Tongas national forest, Alaska, to the Craig Lumber Company of Craig, Alaska.

The West Coast Lumber Emergency Bureau expects to furnish 100,000,000 feet of airplane stock, fir and spruce, this year, under the improved methods of production that have been adopted by the government. The bureau expects to be cutting 10,000,000 feet per month. A bill has been introduced in Congress for legalizing the cutting of airplane stock from National forests without complying with existing laws, which require thirty days' advertising before a sale is made.

Government lumber purchasing and construction officers were warned recently by Dr. Nichols, an agricultural department expert on borers and other injurious insects, that care should be taken to keep these pests out of timber and lumber before it is used and out of the wood in buildings, ships, airplanes, etc., after they are completed.

The Heatless Monday Order

Thanks to protests from lumbermen, woodworking plants and other business interests, it is believed the "heatless holiday" program is checked so far as mills are concerned. Recent rulings as to the application of the plan have been issued by Dr. Harry A. Garfield, Federal Fuel Administrator, as follows:

(A) Woodworking mills not otherwise exempted may operate only to the extent that their product is placed in their own yards for seasoning. This applies in general to mills sawing green timber into lumber.

(B) Other woodworking mills not otherwise exempted, which use their own waste as fuel, may operate to produce sufficient fuel to prevent injury to their plant from freezing.

(C) Such woodworking mills as are accustomed to supply fuel to householders in their immediate neighborhood must apply to their local fuel administrator for permission to operate to such extent as is necessary for the welfare of the community, such power of discretion being given local fuel administrators under Section 8.

Another thing lumbermen are protesting against is the announced policy of Director General of Railroads McAdoo not to include in the government system of railroads a great many tap lines and other short lines that he does not deem necessary for government purposes. Business interests and people generally in the regions affected have told their senators that to leave short lines out in the cold will seriously injure them and put many of them out of business, to the detriment of the communities and the industries, including agriculture, that they now serve.

The Government's Building Plans

The government is reported to be building a big plant at Collinwood, Tenn., for the distillation from hardwood and other wood of wood alcohol and the manufacture of other by-products of wood that are needed in the prduction of munitions and other necessary war materials. The plant will cost $2,000,000 and employ 1,300 men, it is said.

Government housing plans are rapidly getting into shape. The lower house will soon pass a bill already O. K.'d by the Senate providing $50,000,000 for housing operations by the shipping board to house shipbuilders. The War Department wants $1,000,000 from Congress to provide dormitories and homes here for government employes. The Labor Department is whipping into shape a comprehensive plan for housing under all departments of the government, including the navy and the ordnance bureau, which are having difficulty finding space for workmen engaged on government contracts. Housing programs are being prepared for Sparrows Point, Md.; Newport News, Va.; Charleston, W. Va.; Newport, R. I.; Bridgeport, Conn.; Bethlehem, Pa.; Wilmington, Del.; Newark, N. J.; Quincy, Mass.; Bristol and Hog Island, Pa. Large quantities of lumber, including hardwoods, will be needed.

Government control over building construction operations, public improvements and the issuance of securities for various purposes is proposed in a bill drafted by Secretary of the Treasury McAdoo, which Congress is asked to pass, to create a war finance corporation, to pass upon the above class of projects and give assistance to financial plans that are thought necessary for war industrial purposes. There seems to be a good deal of opposition to this measure.

The estimate of 3,000,000,000 feet for portable houses for Amer-

lean troops in France is being taken off by lumbermen here on government business. The portable house is favored by the authorities of this government for use abroad, owing to the little labor needed in setting it up. Portable houses will be sent over by the shipload as soon as tonnage is available.

Portable houses have also been adopted by the Belgian and French governments for reconstruction purposes in the invaded regions, it is reported here, for the same reason that this type of structure is liked by American officials. This country naturally would furnish most of the portable houses needed by France and Belgium.

The development of cutover lands on a great scale after the war, for the benefit of the returned soldier and city worker desiring to go onto the land, is advocated by Benton MacKaye in a recent report to the Department of Labor. He urges that there should be broad and full co-operation between the federal government, the states and the land owners, in carrying out this project. The stumps should be pulled up and perhaps buildings erected for the settler. The author says he sees signs of government tendencies in that direction.

The agricultural appropriation bill is passing the house this week, making fair provision for the Forest Service, also for fighting the white pine blister rust and other tree diseases and insects.

Bills have been introduced in Congress to authorize the logging of timber on the Red Lake Indian reservation forest, Minnesota, and to grant to the state of Minnesota for forestry purposes a number of unsurveyed lands on islands in the state.

The Wooden Ship Program

Chairman Hurley of the shipping board recently stated that the board had the wood and steel necessary for ship building but needs 300,000 additional workmen to build ships. They are being recruited in a voluntary manner. For lack of labor the shipyards are reported as going at half capacity or less. Lumbermen and shipbuilders from Maine, here in Washington, declare that good ships can be built of Maine timber without drawing supplies from the Pacific Coast, the Sound or elsewhere. James Hayworth, who is in charge of the wooden ship production, is quoted as authority for the statement that contracts for sixty more wooden ships are soon to be let.

United States Forester Henry S. Graves, who had been in France since the early spring has returned to Washington to take up important work on this side of the Atlantic.

There has been complete unification of the several organizations engaged in relief work for the benefit of the American forestry regiments according to P. S. Ridsdale, secretary of the American Forestry Association and treasurer of the welfare fund committee. Mr. Ridsdale announces that contributions for the two regiments have been sufficient to provide each member of the organizations with a sweater but that funds are needed for other necessities for the men.

A new national forest has been created in Alabama. It now contains 22,500 acres, and it is expected that it will ultimately be increased to 150,000 acres.

The total amount of timber cut on the national forests in the fiscal year 1917 was 840,612,000 board feet, as against 714,505,000 board feet in 1916.

About 200 board feet of wood is used in the actual construction of the average airplane. To obtain this material it is ordinarily necessary to work over about 1,500 feet of select lumber, which often represents all that can be used for airplanes of 15,000 board feet of standing timber.

According to one of the German forestry journals, the kaiser, in 1908, killed 1,995 pieces of wild game, including 70 stags, elk and roebuck. At that time he had slaughtered a total of 61,730 pieces of game, more than 4,000 of which were stags, and was the leading exterminator of wild life in the world. As a slaughterer of men, women and children since 1914, however, he has been the foremost exterminator of human life in all history.

Business Coming to Lumbermen

It is reported that some lumbermen have been abusing the "government business" label on their lumber shipments. The result is a warning issued by Director of Lumber Downman to the lumber bureaus and associations that the "government business" pass to transportation should not be used except on material actually ordered by the government.

Hardwood lumbermen who have stuff to sell will doubtless be glad to hear that Andrew C. Sisman & Co., Detroit, has received a contract for chests with which to equip submarine boats, and that the Pacific Coast Sash & Door Company of Los Angeles and the Bailey Table Company have received airplane contracts.

Frank Fish estimates the orders received by his bureau from the government at 2,300,000 feet. In addition he believes that considerable more lumber has been supplied by it to government contractors or others referred to the bureau by government officials. He says that Chief Inspector Hoover of his association has made arrangements with the signal corps of the army to use the National Hardwood Lumber Association's inspection service on airplane material.

Mr. Fish estimates that 125,000,000 feet of thick oak is required for making wagons, carts and trucks for the United States Government. He says that seventy-two contractors for these vehicles are buying their hardwood supply direct from the lumbermen, although it has been reported that the vehicle people have a central purchasing committee.

The government wants 500 pieces of clear oak 22′ long, 5″ wide and 2½″ thick for lifeboats to be carried on large ships. Some 300,000 feet of chestnut and oak switch ties and a quantity of low-grade hardwood lumber will be needed in the construction of the government twin powder mills at Nashville, Tenn., and Charlestown, W. Va.

Orders for 12,000,000 feet of lumber have recently been given to the Alabama-Mississippi Emergency Bureau for constructing the big government shell factory at Williamsburg, Va.

Major Charles R. Sligh and Oswald West, ex-governor of Oregon, recently appeared before the senate committee on commerce and severely criticised Pacific coast lumber interests, especially the spruce men, and in particular George S. Long and the Weyerhouser timber and lumber interests, whom they charged with preventing rapid production of spruce timber for airplane stock for the American and allied governments. They said that this policy on the part of the lumber people was due to the alleged fact that in producing spruce on a large scale they would necessarily have to cut a lot of spruce and fir which the government does not want and which they could not well sell. Sligh and West urged that the West Coast Lumber Emergency Bureau be reformed and that one expert man be placed in charge of lumber production for the government in the Pacific Northwest. It is rumored that W. H. Bloedel of Seattle has been selected for this work.

Charles Piez, general manager of the Emergency Fleet Corporation, has issued the following statement:

The work of the state councils of defense and of the agents of the Public Service Reserve is enrolling 250,000 skilled workmen for the United States shipyard volunteers is of permanent importance in the early winning of this war, for on earnest labor depends the early construction of our merchant fleets. Within 60 days three huge government yards will be completed, and soon thereafter more than 60,000 workmen will be required to furnish for them the three eight-hour shifts necessary if these yards are to turn out their ships according to schedule. The Shipping Board now has 716 shipways; 302 are for wooden ships and 414 are for steel construction. The yards in which they are established are only working one eight-hour shift per day six days a week. This is monstrous. If we are to keep ahead of the submarine we must run three shifts per day fifty-two weeks in the year.

Our program calls for the construction in 1918 of eight times the tonnage delivered in 1916 at a cost of more than a billion dollars. The shipping board has the necessary yards, the materials and the money; all that is lacking is a spirit in the nation that will send a quarter of a million American mechanics into the yards to give their best and most efficient work.

I am sorry to say at the present time the native born American is not the mainstay of the shipyard, for he is there only to the extent of thirty-five per cent of the men employed, and to the extent of sixty-five per cent we are forced to depend on foreign-born labor.

Income Tax Ruling

The income tax regulations were also issued recently. They include the following:

Depletion—Timber.—In the case of timberlands, the fair market price or value of timber standing March 1, 1913, or the cost of the timber where the purchase was made subsequent to March 1, 1913, will be the basis for calculation of depletion, and this value as of March 1, 1913, or cost when subsequently purchased, is not to be exceeded for purposes of deduction in returns of income. The whole of such value is to be distributed over the entire amount of standing timber on these respective dates.

Article 173. Corporations owning timber land and logging off the timber and manufacturing it into lumber, will, if the timber was acquired prior to March 1, 1913, be permitted to exclude from gross income either through a deduction from gross receipts or through a charge into the cost of manufacturing the timber into lumber, an amount equivalent to the fair market price or value of the standing timber as of March 1, 1913.

In order to secure the benefit of this deduction such corporations must set up on their books as of March 1, 1913, the fair market price en bloc, of all the timber then owned by them, and then, by dividing this en bloc value by the estimated number of feet (board measure) in the entire timber holdings, the per unit value or price as of March 1, 1913, will be ascertained, which per unit price or value will be the basis for measuring the amount which may be added to the cost of manufacture, or deducted from gross income, until the en bloc value of the entire holding as of March 1, 1913, shall have been extinguished, after which no further deduction on this account shall be allowed.

The same rule will apply in the case of timber or timber lands purchased subsequent to March 1, 1913, the only difference being that actual cost—that is, the gross purchase price—shall, in making the computation, be substituted for en bloc price or value as of that date. If the entire market price or value of both timber and lands as of March 1, 1913, or the entire cost, if acquired subsequent to that date, is extinguished through a deduction from gross income for timber used, or through a per unit charge to cost of manufacturing lumber, then the entire amount realized from the logged off lands or for other salvage will be returned as income of the year in which such lands are sold or disposed of.

If the timber or timber lands are sold en bloc, the gain or loss will be ascertained on the basis of the difference between the fair market price, or cost, and the selling price, according as the property was acquired prior or subsequent to March 1, 1913.

The fair market price or value of timber or timber lands as of March 1, 1913, is the price at which the property in its then condition, and with the circumstances then surrounding it, could have been sold for cash or its equivalent. This value must not be speculative, but must be determined without taking into account any prospective profits that may result from the manufacture of the timber into lumber. It must be, as the law contemplates, a fair market value and, once determined, must be set up on the books, and, as the measure of a stumpage deduction for income-tax purposes, must remain constant and can not be increased except as new purchases are made at a higher average cost. The value so set up as of March 1, 1913, will be subject to the approval of the Commissioner of Internal Revenue.

Government Building Policy

Secretary McAdoo has authorized the following statement:

Because of the interest of the Treasury Department in the conservation of capital and credit during the period of the war, I have received several inquiries as to whether building operations of one kind and another should be discouraged. With regard to plans for public buildings under the control of this department, I have stopped letting contracts except in cases where they are absolutely necessary. Home building is an excellent thing in normal times, but at present, unless there is a real shortage of houses for war-workers, I strongly advise that materials, valuable labor and credit be not utilized for this purpose. Whether homes should be built should be determined strictly by the urgency of the need.

Excess Profits

The excess profits regulations were on Saturday finally approved by the secretary of the treasury and sent to press. The provisions which are of most general interest to the public are those which deal with the definition of invested capital of corporations and partnerships, and with the treatment under section 210 of cases in which the capital cannot be satisfactorily determined and under section 209 of cases of nominal capital.

The provisions of section 210, which permit the deduction to be computed by reference to the deductions as determined in the ordinary way in the case of representative concerns engaged in the same trade or business, are held to apply to a number of classes of exceptional cases.

Gains or profits from transactions entered into for profit but which are isolated, incidental, or so infrequent as not to constitute an occupation, and income from property arising merely from its ownership, including interest, rent and similar income from investments, are in the case of an individual not subject to the excess profits tax, except in those cases where the management of such investments really amounts to a trade or business.

Other provisions of interest to individuals are those which provide that the profits of the taxable year may, if put back into the business, be included as invested capital, and that a member of a partnership who receives a salary from the partnership is also entitled to a deduction of $6,000 in computing his excess profits tax upon the salary.

Thinks Commission Will Fix Rates

J. H. Townshend, secretary manager of the Southern Hardwood Traffic Association, announces that he has received information from Washington that the railroad bill will undoubtedly have a section in it, when finally enacted, leaving the rate-making power in the hands of the Interstate Commerce Commission, as at present, instead of granting this to the director-general of railroads. The association has, through both its officials and its members, recently kept the wires hot between Memphis and Washington urging that no such power be conferred on the director general, and it would seem that their efforts are about to be crowned with success.

The association has also received from Washington a new demurrage ruling cancelling that which was scheduled to become effective January 21, and which provided for the elimination of the "bunching clause" in the old rule. It is expected that the new ruling will become effective within the next few days, and it is pointed out that the bunching clause is restored so far as nearby shippers are concerned, but that it will still operate against the man who puts a lot of cars in shipment and has long hauls from producing points. The association appealed for restoration of the bunching clause and this was granted following a letter written by J. H. Townshend, secretary-manager, to Thetus W. Sims, chairman of the house committee on interstate commerce, which the latter turned over to Director-General McAdoo.

The embargo situation is described as slightly worse by F. B. Larson, assistant secretary of the association, who has charge of this particular feature. He says that the only points which can be reached in Eastern Trunk Line territory are those on the Delaware, Lackawanna & Western and on the New York Central lines west of Syracuse, though lumber for export or for the government may be shipped through Greater New York if a permit is obtained from the authorities in control of traffic regulations for the eastern seaboard. The only points which can be reached in Central Freight Association territory are some in Indiana and Illinois, those in Michigan served by the Wabash and a few in Ohio on the Big Four, the Lake Erie & Western and one or two other roads.

The association has shown an increase of eight new members since the annual held here January 15, bringing the total to 159. Mr. Townshend says that this organization aims at an increase of more than fifty members during the year. Its members already ship more than 250,000 cars of lumber and forest products annually. The new members are: Maley & Wertz, Evansville, Ind.; Hemphil Lumber Company, Kennett, Mo.; Bradly Lumber Company, Greenwood, Miss.; Perkins Brothers, Kelso, Ark.; H. W. Darby Hardwood Lumber Company, Grenada, Miss.; Jefferson Lumber Company, Allport, Ark.; G. W. Allport, Allport, Ark., and Atlas Lumber Company, Cincinnati.

Mr. Townshend says that the southern and southwestern carriers will, he is informed, petition the Interstate Commerce Commission for an advance of approximately 2 cents per hundred pounds of hardwood lumber shipments from all points in southern, southwestern and southeastern territory to destinations in eastern trunk line territory. He also says that it is rumored that the Canadian roads will shortly demand the full Ohio river combination which will, if granted, mean an advance of 5 cents per hundred pounds on lumber shipments from southern producing points, bringing the Memphis-Toronto rate from 26 to 31 cents.

Ostrich Leather for Furniture

Experiments are being made with leather from tanned ostrich skins, and it is recommended for leather upholstering of furniture. It is said to be very handsome and can be prepared in artistic colors, particularly in greens and browns. Since ostrich feathers went out of style, the ostrich farms of South Africa have been unprofitable, and it is to find other markets, to take the place of feathers, that the skins of the birds are being tanned. Markets are likewise being sought for the eggs in England. They sell in local markets in Africa at from $1.68 to $2.16 a dozen. A dozen ostrich eggs are equal in bulk to twenty-five dozen hen eggs. An ostrich skin is more than twice as large as a sheep skin.

Lumber Exporters' Annual

The annual meeting of the National Lumber Exporters' Association, the eighteenth in the history of the organization, which was held at the Hotel Martinique, New York, January 23 and 24, is generally regarded as the most important in its history, not only in point of attendance, but with regard to the deep interest manifested in the proceedings. Notwithstanding the present serious inconveniences of travel, almost every section of the country was represented, members coming from as far west as Kansas City, Mo., and as far south as New Orleans and Texas. The western delegation was twenty-nine hours late, but had anticipated long delay on the road and arrived in time to take part in the first sessions.

Although the deliberations were confined to the lumber export trade, other questions being only incidentally touched upon and no formal action was taken on any of the problems that do not lie entirely within the scope of the foreign lumber trade, the sessions proved of great importance. The meeting was called to order by Vice-President W. J. Eckman of Cincinnati, who has been acting president since the death of George D. Burgess last summer. Immediately after the gathering had come to order, a motion was unanimously adopted suspending the regular procedure to act upon a resolution of sorrow and regret on the death of Mr. Burgess, which had been prepared by a special committee appointed at the time of his demise.

Acting President Eckman then delivered his annual address, which was exceptionally comprehensive and went into many of the questions that have been occupying the attention of the exporters. He referred not only to matters of importance to the National Lumber Exporters' Association, but also to subjects of consequence to the entire country as well. He made reference to the Webb bill, which permits combinations in the export trade; to government control of railways and to river improvements as a means of facilitating the movement of traffic and keeping down the freight rates. He devoted considerable time to the merchant marine and to the progress being made by the United States Shipping Board in its effort to again establish a merchant marine, and in this connection referred to the American people as a nation of ducks, whose future lies upon the water. He stated that nearly ninety per cent of our foreign commerce was carried in ships of other nationalities prior to the war, and he further expressed the opinion that had America years ago established a merchant marine, ocean freight rates today would not be nearly so high as they are. He especially emphasized the necessity of having American ships to carry American forest products, and called attention to the statement of the shipping board that the United States would have nearly 9,000,000 tons of shipping at the close of 1918. Mr. Eckman touched on industrial co-operation and co-operation in the export trade, and suggested that in order for the exporters to meet competition after peace was declared, complete industrial co-operation would be required.

The remainder of the morning session was taken up with the reading of the secretary's annual report, the annual report of the foreign representative, Frank Tiffany of London, the statements of the treasurer, and the reports of standing and special committees. The statements of Secretary Dickson and Mr. Tiffany, proved to be of special interest. They went much into details on numerous matters concerning individual members of the association, and set forth what had been done to insure the movement of shipments, the adjustment of claims and the removal of difficulties confronting the exporters at almost every turn. The afternoon session was devoted to a consideration and discussion of the reports of the secretary, the foreign representatives and of the various committees, and this exchange of views brought out much information of value to the members of the association.

FRANK FEE, DERMOTT, ARK., PRESIDENT

H. M. DICKSON, BALTIMORE, MD., SECRETARY

JOHN L. ALCOCK, BALTIMORE, TREASURER

ELECTION OF OFFICERS.

The session on Thursday morning was also consumed in discussions of subjects related solely to the export trade and to conditions prevailing at this time, while the chief business of the afternoon session was the election of officers for the ensuing year, with the following result:

PRESIDENT—Frank F. Fee, Fee-Crayton Hardwood Lumber Company, Dermott, Ark.

FIRST VICE-PRESIDENT—R. S. Huddleston, Huddleston Marsh Mahogany Company, New York and Chicago.

SECOND VICE-PRESIDENT—Gustav A. Farber, Russe & Burgess, Inc., Memphis and London, England.

SECRETARY AND TRAFFIC MANAGER—Harvey M. Dickson, Baltimore.

TREASURER—John L. Alcock, John L. Alcock & Co., Baltimore.

BOARD OF DIRECTORS—Chester F. Korn, Korn-Conkling Company, Cincinnati, O.; Edward Barber, Howard & Barber Lumber Company, Cincinnati; W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati; Innes Crichton, W. M. Ritter Lumber Company, Columbus, O., and London, England, and Harry C. Fowler, Case-Fowler Lumber Company, Macon, Ga.

A discussion on the subject of government control of public utilities and the possible effect of prevailing tendencies toward such control was opened by Mr. Alcock, who took the ground that while the government was able to manage some things effectively, too much paternalism was not good, tending to the narrowing of opportunities for private initiative. Mr. Alcock maintained that persons who had devoted their lives to the conduct of enterprises necessarily knew more about them and were able to conduct them better than government officials, who had not been brought up in the business, and that commercial business could be conducted more efficiently as private undertakings, by reason of the competent organizations maintained. Others expressed similar views.

W. H. Russe of Russe & Burgess, Inc., took up certain clauses which were being inserted in ocean bills of lading by some of the steamship companies and pointed out that these clauses were calculated to bring about a nullification of the provisions of the Harter act. Some of these clauses provided that the laws of the country under the flag of which a vessel sailed, applied also to the ship. This, he said, would afford a means of disclaiming liability for damage to shipments, a condition which the Harter act was expressly passed to prevent. He called attention to the fact that the federal courts had upheld the validity of the act and emphasized the protection afforded by the statute.

No formal action was taken on either subject, however, though it is altogether likely that the board of managers will pursue such a course as circumstances may call for.

Immediately after adjournment of the general meeting, the board of managers, which includes the officers of the association and the directors, met to transact routine business.

The New York members and the lumber trade generally were lavish in their hospitality and made the stay of the visitors highly agreeable. The New York members on Wednesday evening gave a complimentary dinner to the visiting members, the local committee being headed by R. S. Huddleston, C. S. Powell and Andrew Knox. Among the invited guests were Captain Noye of the French High Commission, representatives of the British Ministry of Shipping and representatives of the leading steamship lines. Mr. Eckman presided and Mr. Huddleston acted as toastmaster with great skill. At the conclusion of the feat the entire company sang "America."

On Thursday night at the Hotel Martinique, the new president, Mr. Fee, was host at a dinner, to which a number of army officers were also asked.

The time and place for the next annual meeting are to be selected later by the board of managers.

That the value of the association as an important factor in the export trade is being recognized more and more is strikingly shown by the fact that in spite of the adverse conditions which prevailed during the last year, five prominent concerns were added to the membership. The five are: Central Export Company, New York; Bennett Lumber Company, Ltd., Montreal and New York; Astoria Veneer Mills and Dock Company, Long Island City, N. Y.; George C. Brown & Co., Memphis, Tenn., and the Menzies-Hale Lumber Company, Cincinnati.

Mr. Fee, the new president, and Mr. Du Bose of the Lamb-Fish Lumber Company, of Charleston, went to Baltimore after the meeting and saw Mr. Dickson there again. They subsequently went to Washington to take up various matters with government officials.

Frank Fee's Dinner

The executive committee of the association met after the meeting and President Fee announced that he would be host at a little dinner in the evening. It was an impromptu affair intended for informal discussion and jollification. When the guests started toward the dining room of the Martinique, a number of friends, including Will Russe of Memphis, joined them. Russe made a proposition that was quite welcome to all, but, before the executive committee knew it, all the soldier boys in the hotel lobby were invited to join the party, and everybody in the hotel took on the spirit, and the first thing they knew Gus Williams, who was entertaining downstairs, and the lady entertainers joined the party, and the entertainment of the soldier boys and the regular entertainers was giving pleasure to everybody in the hotel. It is the impromptu affairs of life that make a lot of folks happy, and this was one of the occasions.

Southwestern Hardwood Men Meet

On January 30 the Southwestern Hardwood Manufacturers' Club held a meeting at Hotel Bentley, Alexandria, La. A number of topics came up for discussion, and the two sessions were fully occupied in that way. The meeting held in the forenoon was informal for the reason that late trains delayed the arrival of so many of the members that the attendance was small at the opening session.

The proposed plan for reporting sales came up for discussion, and it was pointed out that such a plan would do away with the wide discrepancies in quotations, and benefit would result from it. A number of questions as to the working of the plan came up, and called for opinions and discussions. One such question was whether the names of customers should be given along with the quotations, and whether the reports should distinguish between sales to wholesalers and sales to consumers. The value of local reports, in connection with the market reports, was emphasized.

The Government's Call for Oak

The fact that a large amount of oak was needed in the manufacture of vehicles for the government was brought before the meeting by Ferd Brenner. The manufacturers who were to turn out the vehicles had been dickering with hardwood manufacturers in Chicago and elsewhere. The hardwood men in Chicago were not in a position to quote prices, with the information available.

It was the original design to get dimension stock, but that was impossible, and they were trying to get planks. The mills near Alexandria were represented by R. C. Witbeck of the Ferd Brenner Lumber Company, and A. S. Johnson of the Mansfield Hardwood Lumber Company, and they wanted to know how much thick green white and red oak the members could furnish in the next six months. In further discussion of the subject the understanding was expressed by several members that the vehicle people were unwilling to state the price at which they had figured the lumber in taking their contracts from the government, and that they were trying to procure it at prices much below those at which they had taken it into their estimates. It appeared that several members had received inquiries for the stock accompanied by patriotic appeals for favorable prices on account of the government; and it was thought that on account of the difficulty of procuring it the vehicle manufacturers were ready to state the figures on which they had based their bids and make a price to the lumbermen accordingly. With the lumbermen's representatives and Mr. Pritchard present, it was thought a satisfactory price basis could be arrived at. It was also developed that the vehicle manufacturers had been offering lower prices for the stock than they had been paying.

Prices were discussed at considerable length and it was the sense of those present that they would be willing to accept whatever prices might be fixed by the Emergency Bureau; and those present were asked what quantities they were prepared to furnish. Te following reply was formulated and was sent to Mr. Johnson and Mr. Witbeck, Chicago:

The membership of this club obligate themselves to furnish during the period of six months a minimum of 10,000,000 feet No. 1 common and better; or 15,000,000 feet No. 2 common and better, thick oak, for green shipment, for government purposes, at prices that may be agreed upon by the Hardwood Emergency Bureau. Probably additional from non-member mills.

THE SHIPPING SITUATION

The shipping situation came up for discussion, and it was shown that the ports on the gulf were not as busy as they might be, in view of the congestion of eastern ports. It was stated that shipments were being made from the gulf for government account, but they were going from Port Arthur, rates to which were higher than to Galveston. The reason probably was that they were taking fuel oil at Port Arthur; but in the meantime the wharves at Galveston were idle, and there were 600,000 tons of coal there for which there was no use, with large amounts of goods in warehouses and the elevators full of grain. Mr. Deutsch thought some steps should be taken to secure more shipping through gulf ports, especially with vessels burning oil; practically all the fuel oil is produced west of the river.

The meeting again got back to a discussion of the matter of reporting sales, and the debate turned upon the plan by which the work should be done, whether members should report their sales weekly with the average price, or report the individual orders. While no definite conclusion was reached, the consensus of opinion apparently was that the latter was more satisfactory and convenient. As to whether the reports should show names of customers, it was stated that the Manufacturers' Association had left off the name when it was a consumer, and more recently had left off the name when a wholesaler. J. M. Thompson thought it might be necessary for the member to report the name of the customer, and in this connection explanation was made by Mr. Palmer of the necessity recognized in the pine exchanges of either having the name actually reported or having the sale so identified in the report that in case of inquiry by the Federal Trade Commission as to whether facts were being adhered to the name of the customer could be procured and the correctness of the report verified. It was also discussed whether the reports should be compiled by a central office or the members should simply exchange reports with each other, it being generally thought the former was the only practicable plan.

In the afternoon meeting, which was the first formal session, Secretary A. O. Davis reported upon recent events of special concern to the club, particularly the five-day closing order and its apparent effect upon business. New needs for hardwood are coming up all the time and business is stimulated thereby. Interior finish factories have not been doing so well as some other branches of the industry; but the call for interior trim for ships is expected to improve the situation.

The secretary's report went somewhat fully into the railroad situation as it has been affected by the appointment of a director-general. The outlook was not viewed as altogether promising for the reason that for the next six months many things will be tried experimentally. The secretary said Mr. McAdoo appointed six men as a board of control, all railroad representatives who had been strongly opposed to government control of railroads. Shippers ought to be represented on the board.

He also referred to the fact that the hardwood men in this territory had not received any business to speak of from the Hardwood Emergency Bureau, which Mr. Pritchard explained was because the orders received had been for delivery at eastern ports, on the cheapest freight rate, which shut out the southwestern manufacturers. As an offset it was proposed that the gulf ports be opened to shipments of lumber and other supplies, which would relieve congestion in the east. He described the delays incident to getting shipments through the eastern ports, and said movement could be greatly expedited by shipping through the gulf.

The secretary expressed the opinion that members of the club would be able to secure a better share of the government orders if they had a representative in Washington to keep them advised of the business coming out, especially of contracts awarded for which the contractors were to buy the material. The suggestion was discussed at considerable length, it being suggested that it would conflict with the Hardwood Emergency Bureau, but Mr. Johnson, who had recently been in Washington, thought it could work in harmony with Mr. Pritchard, who he thought would be glad to have the assistance of a representative of the club and to give him desk room in his office. The question arose whether a man should be kept in Washington permanently, or whether various members should take turns in going there, such men to be furnished by their companies and their expenses paid by the club. It was finally decided that the latter was preferable for the time being at least, and the discussion ended in the determination to try it for sixty days, having four men take their turn in Washington for four weeks each, each member to contribute $50 for expenses.

The plan for compiling and publishing daily reports was adopted, and the details were left in the hands of President Deutsch to be worked out.

The following members of the club were in attendance at the meeting:

Albert Deutsch, Sabine River Lumber & Logging Company, San Antonio.
A. O. Davis, Sabine Tram Company, Beaumont.
Geo. W. Cleveland, Jr., South Texas Lumber Company, Houston.
H. B. Johnson, Mansfield Hardwood Lumber Company, Winnfield, La.
J. A. Texada, Jr., Boyce Lumber & Realty Company, Boyce, La.
S. R. Cecil, Holly Ridge Lumber Company, Meeker, La.
Geo. B. Wilson, Bomer-Blanks Lumber Company, Blanks, La.
Ferd Brenner, Ferd Brenner Lumber Company, Alexandria.
H. J. Brenner, Ferd Brenner Lumber Company, Alexandria.
G. V. Patterson, Alexandria Cooperage & Lumber Company, Alexandria.
J. M. Thompson, Newell Lumber Company, Eunice, La.
Roy Burkholder, S. Burkholder Lumber Company, Homer, La.
W. D. Brewer, Brewer-Nienstedt Lumber Company, Miltonberg, La.
C. H. Clark, Purdy-Hess Lumber Company, Belledeau, La.
C. A. Weis, Alexandria Cooperage & Lumber Company, Alexandria.
E. L. Borum, United States Shipping Board, Alexandria.

Looking Ahead

An old grove of ash trees in England is being cut for airplane stock and the wood is of excellent quality. The point, however, is that two ash trees are being planted for every one that is cut, and the object is to provide airplane stock for some future war, perhaps a century hence. That is a long look ahead, and no doubt many persons believe that the wood will never be needed for war purposes. If not needed, so much the better; but if it shall be needed, England will have it. This is not the first instance in England of planting trees to provide for future trouble. At the close of the Napoleonic wars, England was bare of certain kinds of wood used for war material. Among such was alder, which at that time was the best for making gunpowder. Large areas were then planted in this wood. This alder seems not to have been particularly mentioned of late, but it is a safe guess that it has already done its duty in the present war after having been converted into charcoal and then into powder.

The Cedars of Lebanon

If the British army in Palestine continues to advance it will shortly occupy Lebanon, where the famous cedars grow. This belt of timber has a sentimental value on account of ancient associations; but so far as money value is concerned, it is not there. Recent surveys or examination of the areas show no good timber and not much of any kind. What is there belongs, or recently belonged, to the head of a religious association, probably a bishop of the Greek orthodox church, but under the political control of Turkey. Estimates of the quantity of cedar of Lebanon to be found are not definite, but the description indicates that all told the amount would fall short of 100,000 feet. The statement has been often made that the cedars are all old and that no young trees are to be found. The fact is, plenty of young cedars sprout every year, but goats eat them so closely that none escape unless they are given protection. Where stone walls exclude the goats, seedlings come up and grow well. If the British capture and hold the region, it is probable that some sort of forest protection will be afforded; but no one should expect Lebanon to become a forested region in the modern sense of the word. Lebanon is drained, in part, by the head streams of the river Jordan, and lies approximately one hundred miles north of Jerusalem and inland fifteen or twenty miles from the Mediterranean sea. There are historical records that lumber operations were carried on there more than 5,000 years ago and some of the cedar cut in very remote times is still in existence and may be seen in the Field museum, Chicago. That was 2,000 years before Solomon's time.

Modern Hardwood Operation

Riel-Kadel Lumber Company, Memphis, Tenn., White Ash Specialists

The Riel-Kadel Lumber Company, at Memphis, Tenn., specializes in white ash lumber and by concentrating on this material, and by studying every phase and feature of the market and the sources of supply, a strong position has been secured.

This is one of the few concerns in this country that specializes in white ash lumber. Most hardwood operations handle some ash which comes to them in course of business, but special facilities are required before success can be attained, on a large scale, in handling this wood exclusively.

The Riel-Kadel Lumber Company's main office and selling office are located at Florida street and Speedway, Memphis, and it has been operating at that location since 1914. It has no mill or mills outside of Memphis, but its operations reach out far enough on all sides to secure a lot of as fine ash as is to be found anywhere. It is not an easy matter to secure large bodies of ash timber. It does not grow in dense stands, like pine or cypress, but is to be sought in small groups of trees, or more usually scattered singly through forests of other hardwoods. Though it would not be practicable to buy large tracts of various kinds of woods, merely to get the ash that grows in the mixture, yet the Reil-Kadel Lumber Company purchases large quantities of ash stumpage in a hundred localities within reach of Memphis, but scattered over most parts of the southern hardwood field.

The company prefers to bring the logs to the Memphis mill, where the sawing is done by experts and the lumber is assorted, graded and seasoned in the best possible manner. But it is not always practicable to transport the logs such long distances, particularly when the transportation facilities may not be all that could be desired. When logging equipment is not available, the company has the logs sawed at various points and the lumber is brought green to the Memphis plant, where it is sorted and assembled, each grade and thickness separately. A specialty is made of piling the lengths and widths best adapted to the consumers' requirements.

For example, some of the trade requires stock 3 to 5 inches wide in clear strips; some 6 to 8 inches wide; others 6 to 10, and some 10 to 12 inches or wider. If only a limited amount of stock were assembled at a place it would not be practicable to pile it to meet the requirements of customers; but it is easy to do so when large quantities are assembled. From this fact, it is apparent how great is the advantage of bringing together at one place the run of many small mills, so that it can be sorted and piled, ready for shipment to meet the requirements of customers.

A FEW PILES OF ASH SELECTED FOR AEROPLANE STOCK, ON OUR SOUTHWEST LOADING DOCK

The demand for ash is now very heavy and the supply is limited. The airplane has brought a new demand, and it is an exacting demand. The ordinary first and second stock does not contain more than ten per cent material that the airplane manufacturer can use. Recently a buyer of such stock sorted 3,250,000 feet of ash and secured only 300,000 that was acceptable.

The president of the Riel-Kadel Lumber Company is J. Thompson, and Herman Katz is vice-president.

Mr. Thompson was for five years vice-president of the Dudley Lumber Company of Memphis, Tenn. That company handled a large amount of white ash. Prior to his connection with the Dudley company he was connected with the E. Sondheimer Company. He started with that company as office boy in 1901 in Chicago, where the company was then located. In 1905 the company moved from Chicago to Memphis, and Mr. Thompson accompanied his employers to their new location. He remained with this company, filling various positions, by promotions from place to

INTERIOR VIEW OF PRIVATE OFFICE. NOTE OLD ENGLISH FIREPLACE AND MANTEL WHICH IS MADE OF 3" ASH
LEFT TO RIGHT: MOSES KATZ; HERMAN KATZ, VICE PRES.; JOE THOMPSON, PRESIDENT

place, until he made the connection with the Dudley company.

It is interesting to note that Herbert Katz, now vice-president of the Riel-Kadel Lumber Company, began his career with the E. Sondheimer company, of which his uncle was at that time vice-president. Mr. Katz's official title at that time was "assistant office boy to Mr. Thompson." It was at that time when they were drawing salaries of five dollars a week from the company that employed them, that they began to plan how some day they would go into the lumber business for themselves and build up a big institution like the one which was then giving them employment. The years which have passed since then, though the time has not been very long, have sufficed to witness the realization of the plans which the office boy and his assistant worked out at that time; and the experience seems to prove that two things are necessary to the successful fruition of a plan: first, it must be reasonable, and second, it must be developed in a practical way.

PART OF ALLEY LOOKING EAST TO LOADING DOCK AND MILL

Personal energy, foresight and perseverance have a great deal to do with success in any enterprise, but there is often a great deal depending upon location and geography. The situation of the Riel-Kadel Lumber Company at Memphis, Tenn., was a piece of fortunate foresight. It is a center that attracts business because of its advantages. This is particularly true in regard to white ash in which this company specializes. The supply is in reach and it is of the highest quality. Memphis is the natural center for that business. White ash attains its greatest perfection in the states tributary to that city. One-half of the whole supply of ash lumber in the United States is cut in Tennessee, Kentucky, Arkansas, Mississippi and Alabama, and the natural gathering point is Memphis.

These were some of the advantages which the Riel-Kadel Lumber Company foresaw and took advantage of in planning and building up its business.

The protographs illustrating this story were taken especially for HARDWOOD RECORD. In illustrating a business such as that of Riel-Kadel it must be remembered that in specializing in ash impressive quantities are not attained such as exist in the general trade. If though an attempt is made to form a mental comparison between these solied alleys of ash and the stocks of ash commonly found in the southern yard a more comprehensive idea of the magnitude of Riel-Kadel's ash business may be realized.

A Bottle Neck to Be Uncorked

With the [illegible] congestion in New York harbor, the price of lighterage has become almost impossible, owing to the scarcity of boats. One operator said the other day he paid $50.00 for an hour and a half run, and was glad to do it. Demurrage at five dollars a day would soon pay the bill, and inasmuch as the material had to be put on board the ship which would sail in a few days, it meant action to get the lighterage, regardless of price. The result is that everything about the port of New York is on a high basis. Looking at the docks now one wonders what has become of all the boats that formerly were tied up some times two or three deep. The situation should surely impress upon the government that it is necessary to open up the Southern ports for the delivery of munitions and food stuffs for Europe. That would not only relieve the bottle-neck at New York, but it would distribute the cars so that Southern manufacturers could get shipments North, and it would also greatly accelerate the movement of cars and boats. It is to be earnestly hoped the government's consideration of the subject will be taken in earnest, and that New Orleans and Mobile and Pensacola and Savannah and Galveston and other Southern ports will be utilized. Pressure to this end is already being started by Southern shippers.

West Virginia Mill Fire

The Warn Lumber Corporation at Raywood, W. Va., lost its store and office by fire recently. The loss was partially covered by insurance. The company is rebuilding at once on the foundations of the old building and in the meantime is occupying temporary quarters.

National Meeting Date Set

It has been decided that the twenty-first convention of the National Hardwood Lumber Association will be held on Thursday and Friday, June 20 and 21. There has been some delay in naming the date as a deluge of conventions made quarters uncertain. The convention headquarters this year will be at the Congress hotel.

LOADING OF WHITE ASH ON RIEL-KADEL LUMBER COMPANY'S EAST LOADING DOCK

The Mail Bag

B 1171—Wants to Buy Logging Wheels

Gladstone, Mich., February 1.—Editor HARDWOOD RECORD: We can use three pairs of big wheels for logging, prefer ten foot wheels. Have you anyone who has these in good condition who wishes to sell same?

B 1172—Boxwood Dimension Stock

New Bedford, Mass., February 6, 1918.—Editor HARDWOOD RECORD: Can you refer us to any dealer carrying or handling boxwood dimension stock of sizes around 14"x1¾"x1⅜"?

Anyone interested will be given the name of the inquirer upon request.—EDITOR.

B 1173—Wants to Buy Squares

Ft. Atkinson, Wis., February 8.—Editor HARDWOOD RECORD: We are in the market for 1 or 2 cars of gumwood which can be cut in 1½" squares, 14" long, or lumber that will cut into this size. These squares, however, will have to be practically free from knots and checks that cannot be turned out.

Would also like prices on quarter-inch veneers and strips 4" wide or thereabouts, random lengths from 8 to 10" up.

Would also be interested in prices on 2" and 2½" ash squares, in lengths up to 30 or 32". Also 2½" squares 12" long.

B 1174—Wants Information on Willow Markets

Cincinnati, O., February 8.—Editor HARDWOOD RECORD: Have you any information relative to willow and its application? We are considering purchasing a tract of timberland on which there is a considerable amount of willow. We understand that there is quite a large demand for 8/4 and 16/4 to be used in connection with the manufacture of artificial limbs, but in the manufacture of this stock a large percentage of 4/4 develops, and we would be pleased to have you advise where we could find a market for this class of stock.

The willow market has developed with considerable rapidity in the last couple of years. It is true that willow found its first large use in the manufacture of artificial limbs, but it is equally true that the other uses to which it has been put have outgrown this.

Willow is exceptionally good box wood, and is used very largely in the East in mouldings where basswood normally serves. Willow has a great many qualities to recommend it and is undoubtedly destined for much larger use than it enjoys at present. It is soft, easily worked, has a good, even, light color.—EDITOR.

B 1175—Ebonized Wood Sought

New Albany, Ind., February 8.—Editor HARDWOOD RECORD: We have a call for some ebonized wood. We have heard of ebonized maple, ebonized applewood, etc. We would prefer the maple, as long strips are wanted.

If you can put us in touch with someone handling such material, you will very much oblige.

Several processes for doing this work are in use. The simplest is to dye the wood with hatters' dye; another is to immerse it forty-eight hours in a warm solution of alum and sprinkle it several times with a decoction of logwood. Holly and pearwood are excellent for this purpose, but oak may be employed, and maple ought to respond well to the treatment.

We happen to know that the Brunswick-Balke-Collender Company, Chicago, uses much of it.—EDITOR.

Clubs and Associations

Will Hold Local Concatenation on February 12

J. C. Quixley, Hoo-Hoo vice-gerent of the northern district of Illinois, states that there will be a concatenation at the Sherman House, Chicago, on February 12. This will give opportunity of combining this concatenation with celebration of the Illinois Lumber & Builders Supply Dealers' Association annual to convene at the same place.

War Excess Profit Tax

The National Lumber Manufacturers' Association has distributed among its members a pamphlet of 45 pages explaining some of the disputed points in the war excess profit tax law as it may affect the lumber business. The law was enacted by Congress Oct. 3, 1917.

Choose Officers for Chicago Association

It is a custom in the Lumbermen's Association of Chicago for the board of directors to elect officers annually. The new board chosen at the meeting two weeks ago met on January 25 and chose officers for 1918 as follows:

PRESIDENT—A. C. Quixley, chairman Division A, Hardwood Wholesalers.
VICE-PRESIDENT—C. B. Flinn.
TREASURER—Geo. D. Griffith.
SECRETARY—E. E. Hooper.

Mr. Quixley has been an active member of the Chicago lumber trade since his original association with the local lumber fraternity. Mr. Flinn is one of the oldest members in active participation in local lumber circles, while Mr. Griffith is one of the best known lumbermen in the Chicago market. Secretary Hooper has been secretary of the association for so long that it is difficult to think back to the time when he did not hold that office.

Mr. Quixley is the youngest man who has ever headed the Chicago association. He is thirty-six years old, but his experience and his ability have long since given him a substantial prestige. He headed the Lumbermen's Club of Chicago in 1914, and is now also Vicegerent of the northern district of Illinois for the Hoo-Hoo. Mr. Quixley started in the lumber business eighteen years ago at Beloit, Wis. He subsequently represented the Mason-Donaldson Lumber Company as salesman in the Chicago territory, and following that managed the Chicago yard of the Brittingham & Young Co. He formed the Quixley & Bulgrin Lumber Company seven years ago, associating with G. H. Bulgrin. The firm name has since been changed to the Quixley Lumber Company, Mr. Bulgrin having retired from the partnership.

A. C. QUIXLEY, PRESIDENT

E. E. HOOPER, SECRETARY

GEO. D. GRIFFITH, TREASURER

No Co-operative Purchases of Thick Oak

There has been much talk regarding orders for thick oak to be used in the manufacture of wagons, and there have been at least two conferences in Chicago between manufacturers expecting unusually large contracts for wagons from the government and representatives of the hardwood lumber industry, including the Southern Hardwood Emergency Bureau at Washington. James E. Stark, Jno. W. McClure, R. L. Jurden and other members of the trade attended these conferences, but on February 2 John W. McClure, immediately after the meeting of the Lumbermen's Club, made a detailed statement to the Memphis lumbermen in which he made it clear that, whenever there were enormous quantities of thick oak to be bought, the entire transaction was one between the individual wagon contractor and the individual manufacturer of lumber, as all efforts to work out a practical basis of co-operation had come to naught. Lumber interests have been primed for some time to expect big orders for hardwood lumber to be used in the filling of government contracts for wagons, wheels, boxes, handles aeroplanes and other essentials, and they are not at all surprised that such an order for wagon stock is to be placed. They will keep an eye on the situation and will do what they can to secure part of the business both because it promises to be profitable and because it enables them to continue their policy of helping the government whether directly or indirectly.

Executive Committee of New Hardwood Association Meets

The first meeting of the executive committee of the American Hardwood Manufacturers' Association to be held since the latter was launched at Memphis, Friday, January 18, was called to order at the Tennessee Club February 4 by R. L. Jurden, president of the association and ex-officio chairman of this committee. Others present were: W. H. Russe, James E. Stark and J. W. McClure, all of Memphis; R. M. Carrier, Sardis, Miss.; E. A. Lang, Chicago, and M. B. Cooper, Memphis.

The principal action of the committee was in the fixing of the rate of assessment for the purpose of carrying on the general work of the association, not to exceed three cents per 1,000 feet on the number of feet of hardwood logs cut during the preceding year, and in the election of J. T. Kendall, formerly secretary of the American Oak Manufacturers' Association, as first assistant secretary to John M. Pritchard, and C. A. Van Camp, formerly assistant to Mr. Pritchard, as second assistant secretary.

It was announced that rates of assessment to be levied for carrying on special department work will be fixed by the governing committee in charge of each special wood.

John M. Pritchard, secretary-manager, was granted leave of absence to continue his duties as manager of the Southern Hardwood Emergency Bureau at Washington, and the ranking position held by Mr. Kendall places him in active charge of the affairs of the association until such time as Mr. Pritchard returns permanently to Memphis.

The different standing committees will be announced in a few days, and it will also be decided shortly what offices will be used by the new association.

Trade Helps by Northern Association

A novel plan has been adopted by the secretary's office of the Northern Hemlock and Hardwood Manufacturers' Association for bringing about greater co-operation between the manufacturer and retailer of lumber products in reaching the consumer. Large packages are being sent out to the manufacturers containing an assortment of building plans, building booklets on silos, garages, farm buildings, birch books, maple flooring booklets and other material of value to the retail lumber dealer. Some of the dealers are framing these building plans and also putting the booklets in a glass frame so that all of these together make an attractive exhibit in the waiting room, where the study of the plans induces the desire to build and shows a part of the service the manufacturer gives. At the request of the retailer the association sends any of these publications or plans direct to the customer with the retailer's compliments and when desired the name of the retailer is printed upon the reading matter. Suggestions are likewise issued with the printed material showing how an intensive campaign for disposing of lumber can be carried on by co-operation between executives, sales managers, salesmen, sales agents and retail customers. The entire campaign was entered into with every confidence that it is well worth the investment in view of the success met in the exploitation of the association's hemlock stave silo. Inquiries are now coming in for material on the silo not only from retailers, who distribute it among the farmers, but direct from the farmers, whose letters show that they have fully decided in favor of the wooden silo and their inquiry is merely for advice on minor matters in connection with the construction phases.

Memphis Club Still Grows

Six new members were elected to the Lumbermen's Club of Memphis at the regular semi-monthly meeting of this organization at the Hotel Gayoso February 2, bringing the total to 185. Furthermore, applications for membership were filed by four other lumbermen, and, when they are elected two weeks hence, the total membership will be 189. Those elected this afternoon are:

E. J. Schlosser, Forest City Box Company, Forest City, Ark.; Edwin B. Snyder, Penrod, Jurden & McCowen, Inc., Memphis; John Churchill, Churchill, Milton Company, Greenwood, Miss.; B. J. Davis, General Lumber Company, Memphis; K. L. Emmons, Memphis Band Mill Company, Memphis, and Harry Darnell, R. J. Darnell, Inc., Memphis.

S. B. Anderson, chairman of the special committee appointed some time ago to take steps looking to the better protection of employes of lumber firms with a view to preventing negro laborers from becoming dissatisfied and removing from Memphis, reported that he and his associates had succeeded in securing a promise from the sheriff of this (Shelby) county that his deputies would not be allowed to prey on the negroes employed at the saw mill plants and yards in Memphis, even if he had to fire them to prevent such raids as have been pulled off heretofore.

Mr. Anderson thought, however, that the question of establishing stores in North and South Memphis, where the negroes could buy their supplies at cost, should not be decided at this time. He argued rather in favor of waiting to see how the Kelsey Wheel Company in North Memphis and Larkin & Co. in New South Memphis came out with the stores they had established for the purpose of supplying their employes with goods at cost. In the meantime, he recommended that lumbermen secure coupon books from one of the big system of stores in Memphis and that they supply these to their employes when the latter have run out of cash and have to buy supplies. He said investigation had disclosed that these coupon books were available and that the management of the chain stores in question sold on a very close margin, thus affording ample protection. Mr. Anderson strongly advocated that the lumbermen fall into line in this movement, saying that it was necessary to do something to protect their employes from loan sharks and from stores charging unreasonable profits if they wished to prevent their labor from being scattered, and if they wished to avoid the alternative of paying higher wages to offset the high prices employes are having to pay under present conditions.

J. D. Allen reported for the house committee and showed that the employment bureau of the club had found work for twenty-seven persons with lumber firms during the single month of January.

Mr. Allen recommended that the assistant secretary, Miss Florence Corrington, be given a salary of $75 per month because of her increased duties. The club, however, went him one better and gave her a salary of $100 per month because of her very great efficiency and because of her proven value to the club. She has charge of the employment bureau as well as the rooms of the club in the Chamber of Commerce building.

In connection with these rooms, Mr. Allen reported that the committee figured that the assets of the club, in the way of furniture and fixtures, amounted to approximately $1,200.

R. E. Dickinson, chairman of the river and rail committee, said that he and associates had taken up with Col. E. H. Egan, superintendent of the Yazoo & Mississippi Valley railroad, the question of continuing cross-town handling of lumber and forest products, and suggested that the members go ahead with the use of equipment for such handling with as great efficiency as possible without entering into any controversy with that official at this time. He thought it sufficient that cars were available for this service and that the latter had not been eliminated. The club adopted strong resolutions at the last meeting to be presented to Col. Egan, but the committee thought the time inopportune for formal action.

Mr. Dickinson also informed members of the club that the Illinois Central had withdrawn all through bills of lading on export shipments routed over its lines and that export shipments of lumber had to be handled, if at all, on the basis of local bills. He did not think this made much difference at the moment, but that it was a matter which needed careful watching because a time would come when there would be a great deal more export traffic offering than now.

He also reported that the committee in charge of river and rail terminal at Memphis to facilitate the handling of river traffic was seeking a location for these terminals, but he did not approve the plans of the committee because they did not make such provision for carload freight as would develop river transportation on the scale contemplated. F. E. Stonebraker, representing the club on this committee, said that the latter was contemplating an entirely new location and that, if this were decided upon, it would greatly delay construction of these terminals at a time when they should be available for use as soon as possible. He pointed out that New Orleans has completed its terminals and that St. Louis had made large progress, while Memphis had done practically nothing to increase freight handling facilities on the Mississippi.

C. R. Ransom, chairman of the special committee appointed to sell Thrift Stamps among employes of lumber firms in this county, said he had chosen a number of able lumbermen to assist him, and that he felt sure that the lumber industry would soon be organized on an effective basis for handling this proposition. He had not the slightest doubt that the lumbermen of Memphis would bring up their end of this proposition just as they had done on all other patriotic questions. He urged, however, that lumber firms sign applications to become agents for the distribution of these stamps among their employes and that they buy $50 to $100 worth of the stamps and keep a number of them on hand to distribute among their workmen. He said the weather had kept many employes idle, but that he hoped, with better weather and larger earning power, the negroes and other employes would fall in line and buy these stamps freely.

George C. Ehemann, who has been working on the team appointed to raise funds for the Baptist Memorial Hospital among the lumbermen, reported that May Brothers had subscribed $2,000 and that the members of the club had contributed $7,000, including that amount. He thanked them for their active support of the hospital, which is to be greatly

enlarged for the purpose of taking care of sick or wounded soldiers who may be sent here by the government, and for the purpose of more than doubling the number of nurses who may be trained for caring for Red Cross work and other duties in behalf of the men in khaki.

Elias B. Gates delivered a talk on the income tax and gave the lumbermen a great deal of valuable information to guide them in making their personal returns as well as returns for their firms and corporations. The interest in what he said was evidenced by the many questions asked him when he had finished.

Otis E. Figer of Grand Rapids, Mich., spoke briefly. He said among other things that the Lumbermen's Club of Memphis was the finest body of lumbermen anywhere in the world, and that he always enjoyed their hospitality and their fellowsbip when he came south about once each year.

Secretary J. Staley Williford read a letter from the War Food Garden Commission at Washington urging the lumbermen to continue to give ground to their employes for gardens and to see that they cultivated the plots and thus added to the quantity of vegetables available.

With the Trade

Edgerton-Fulton Company Organizes

One of the new companies operating in the wholesale trade with a yard at Earlinger, Ky., is the Edgerton-Fulton Lumber Company, with general offices at Earlinger, and operating mills in Kentucky and Tennessee. Mr. Edgerton for a number of years has lived at Somerset, Ky., where he has been doing a wholesale business, and Blaine Fulton for some eleven years has been connected with the Clearfield Lumber Company at Clearfield, Ky.

Canadian Carriage Factories Consolidate Purchasing

The Carriage Factories Limited, composed of The Canada Carriage Company, Ltd., Brockville; The Heney Carriage & Harness Company, Ltd., Montreal; The Munroe & McIntosh Carriage Company, Ltd., Alexandria, and The Tudhope Carriage Company, Ltd., Orillia, Canada, announce the centralizing of the purchasing department at the head office of the company. Correspondence should be addressed to the Carriage Factories Limited, 306 Excelsior Life building, Toronto, Ont.

Will Cut Blighted Chestnut

The town of Frederick, Md., owns 1,200 acres of chestnut timber on the municipality's watershed property, and plans are being formed for cutting it. The timber has been killed by blight and unless it is used soon it will be a total loss. Other large tracts of chestnut timber in that part of Maryland will be cut in order to save it from becoming a total loss.

Crane Holdings Worth $3,000,000

The holdings of the late Clinton Crane in the southwestern counties of West Virginia have been appraised at $3,199,623. A large part of this property consists of timber and it is scattered through a number of counties. Many of the tracts belonged in part only to Captain Crane.

New Plant for Louisville

It has been announced that Louisville, Ky., is to have another wholesale lumber and manufacturing plant to be operated by the Dawson Manufacturing Company at First street and Central avenue. The company was recently incorporated for $30,000 with John L. Dawson of Louisville, president; John W. Kitchen of Ashland, Ky., vice-president, and R. L. Dawson of Louisville, secretary. The factory will specialize in beveled siding, and it will employ forty or fifty hands.

Stack Burns Out

The fine new mill of the Stack Lumber Company, Masonville, Mich., which was completed only a couple of years ago, was destroyed by fire on Sunday morning, January 27. The fire destroyed the band, circular and resaw mills, although the boiler house and engine room were saved. The loss is about $110,000 on which the company carried $65,000 insurance.

H. M. Stack, secretary and general manager of the company, states that as soon as weather permits, the company will rebuild and will erect a concrete mill with two bandsaws and resaws, all to be electrically driven.

Southern Company Victim of Bogus Checks

The Green River Lumber Company, Inc., of Memphis, Tenn., reports it has been the victim of the bogus check hold-up. The company was called on the 'phone by a Memphis bank last week and advised that a check purporting to be that of the Green River Lumber Company and printed up in regular size had been turned in. The check, while printed up in regular style, was on different paper, drawn on a different bank and made out on a different form than that used by the Green River Lumber Company. Therefore, while the man responsible for the theft seems to have had no difficulty in casbing the checks, it should be easy enough to check him up in the future.

The Green River Lumber Company has never had an account with the bank on which the checks were drawn.

T. H. Klemmer is the man who signs these bogus checks, and the Green River Company is anxious to do everything it can to help apprehend him.

Lumbermen's Underwriting Alliance

The annual financial statement of the Lumbermen's Underwriting Alliance, Kansas City, Mo., was compiled for 1917, and shows the following facts: The total income since January 10, 1905, was $5,619,582.78, and the total expenditures during the same time $4,479,240.66, leaving a surplus and reinsurance reserve of $1,140,342.12.

The assets for 1917 were cash, $704,407.18; bonds, $378,448.68; accounts receivable, $137,769.20; accrued interest, $2,652.91; total, $1,223,277.97. The liabilities for 1917 were, losses, $56,452.44; expenses, $26,483.41; surplus and reinsurance reserve, $1,140,342.12; total, $1,223,227.97.

The statement also shows that in the face of enormous hazards due to war conditions, the average saving for the year has been 31.78 per cent of the earned premium. The statement also shows that while the Alliance disbursed to its subscribers $142,183.45 as savings dividends, its surplus and re-insurance reserve shows an increase of $199,620.90. The Alliance now carries insurance on 624 properties amounting to $49,292,357.17, representing an increase of insurance in force for the twelve months of $9,013,435.53.

Becomes Salesman for Chicago Company

J. K. Van Etta, who has represented the Westboro Lumber Company of Westboro, Wis., in Chicago territory, for several years, has started similar work for the Quixley Lumber Company of Chicago. Mr. Van Etta left his Westboro connection last week.

He has been connected with northern hardwood markets for a good many years. His first work was with the Foster-Latimer Lumber Company, Mellen, Wis., after which he handled lumber for the Collins Bros. Lumber Company of Madison in southern Wisconsin and northern Illinois.

"Jake" Van Etta is probably one of the best known salesmen operating in this region. He is a distinct acquisition to the Quixley company just as his connection with the Quixley company is a distinct acquisition to him. The combination should be a winner.

Ernest W. Tickle Writes from France

HARDWOOD RECORD is pleased to publish herewith a letter dated January 10, 1918, which it has just received from "somewhere in France," from Ernest W. Tickle, proprietor of Tickle, Bell & Co., Ltd., 517 Royal Liver building, Liverpool, England. Mr. Tickle is very widely known throughout lumber circles and HARDWOOD RECORD is certain that a great many people will be interested in hearing from him at the front:

Somewhere in France, January 10, 1918: As a lonely reader of HARDWOOD RECORD, may I ask if you will send me copies of it as published? I find my home office sends it to me only spasmodically.

You might put a paragraph in your paper to say that although I, the sole proprietor of Tickle, Bell & Co., am out here as a gunner in the Royal Regiment of Artillery (R. G. A.), my business is being carried on as usual at the old address, 517 Royal Liver building, Liverpool. I am writing from —— and hope my American friends will remember that Tickle, Bell & Co. are always at their service.

My address is: Gnr. E. W. Tickle, No. 171193, No. 88 Siege Battery, R. G. A., B. E. F. France.

Strong Statement from Boston Mutual Company

The Lumber Mutual Fire Insurance Company, 141 Milk street, Boston, Mass., has just issued an interesting financial statement showing financial condition of the company on January 1.

The assets cover considerable investment in government and Canadian bonds, state, municipal, railroad and miscellaneous bonds. Also cash of various kinds amounting to $1,214,201.13. Liabilities cover insurance in force, unearned premiums, taxes, losses resisted or in process of adjustment, reserves, cash surplus, surplus to policy holders, etc., which balance up in line with assets. Thus the total assets are $3,081,552.36.

Payments from the organization to date, inclusive, show total losses paid policy holders $1,919,682.30; total dividends paid policy holders, $2,061,296.45, making total payments to policy holders, $3,980,978.75.

The rate of dividend to policyholders on terminating policy is forty per cent.

De Camp Joins Thomas Hall Forces

E. W. De Camp, who has been representing the American Column & Lumber Company, at St. Albans, W. Va., having headquarters at South Bend, Ind., has joined the Thomas Hall Lumber Company of Charleston, W. Va., and will represent that company in the field.

The Thomas Hall company is manufacturing the majority of its timber now into the special requirements of government contracts and has felt the need of capable representation in constant touch with the trade holding such contracts.

The company's band mill at Marmet, W. Va., is operating on full time cutting largely white oak into planking and timbers, on government work for the trade having contracts for this class of material.

The mills at Trace Fork and Burnt Cabin, W. Va., are also operating on this class of material.

Mr. De Camp will retain headquarters at South Bend.

Bruce-Case

Charles W. Bruce, secretary of E. R. Spotswood & Sons Company, of Lexington, Ky., stole off and got married a couple of weeks ago. Mr. Bruce had been paying marked attention to Miss Bertha M. Case, of Willmore, Ky., for some little time, but suddenly had the bright idea that it was really foolish to wait for an indefinite period, so he suggested that the matter be taken care of promptly.

After the ceremony in Louisville, Mr. and Mrs. Bruce left for Florida

points spending several weeks at Tampa and St. Petersburg. While Mr. Bruce brought back with him several interesting stories of having been surprised while in a nothing suit [illegible] it was generally averred that there was no point on the face of the world where the sun had shone long enough or hot enough to even [illegible] a tan.

Mr. and Mrs. Bruce will reside at Lexington, Ky., where the main office of the Speerswood company is located.

New Factory for Marquette

The Keystone Handle Company will move its two factories from Pennsylvania to Marquette, Mich., according to Marquette Chronicle of January 26. The old Sambrook mill in South Marquette is being refitted and will house the new concern which will employ from fifty to one hundred men. The supplies of hardwoods tributary to Marquette will be drawn upon by the factory. The upper peninsula of Michigan contains about 6,000,000 acres of hardwood forest.

Charles Good Enters Military Service

Charles Good, general manager of the Oconto Company, Oconto, Wis., has resigned to enter the military service in an executive capacity on the forestry engineering regiments for duty in France. Mr. Good has been intending to take this step for many months, but was prevailed upon to remain at his duties until now. He has been accepted for two officers' training camps and was offered a captain's commission in the U. S. Engineers (Forestry) some time ago. The Oconto company finally has been able to fill his place by the acquisition of R. G. Flanders, formerly sales manager of the Holt Lumber Company, Oconto, and later manager of the George Holt lumber interests in the Georgian Bay district, who already has assumed his new duties and made it possible for Mr. Good to enter active service.

Hackley-Phelps-Bonnell Company Moves Offices to Phelps

C. M. Christiansen became manager of the Hackley Phelps-Bonnell Company on January 1, and the company the same day moved its general offices to Phelps, Wis., where the splendid new mill is located.

This company has been in business a good many years and has handled its sales work through different channels. With Mr. Christiansen in charge at Phelps, there should be no difficulty in selling the product and getting a price for it.

It will be recalled that the company's mill burned down a year or so ago. The new mill is a high class proposition in every way and it is unusually well equipped all the way through. The company does its own logging on its own timber, and Mr. Christiansen has a man sized job on his hands to keep the product going through as well as turning it over into "bills receivable."

The new mill started last November and there will be a substantial amount of lumber on hand in the near future.

R. S. Kellogg Takes New Position

R. S. Kellogg, secretary-manager of the National Lumber Manufacturers' Association for the past three years, announced his resignation February 5 in order to accept an invitation from the manufacturers of news print paper to become secretary of the News Print Service Bureau, New York City, on February 15.

Mr. Kellogg takes to the new position an experience of eight years in executive capacities in connection with trade associations, and previous thereto a connection of nine years with the United States Forest Service, during which time he organized and supervised the methods of collecting and publishing annual statistics of all forest products, still carried on by the government.

The News Print Service Bureau is a new organization of the manufacturers of news print paper, the purpose of which is to gather and disseminate information concerning the supply of and demand for news print paper throughout the United States and Canada, as well as abroad, the collection of data upon the supply of all materials used in the manufacture of news print, the development of manufacturing processes, the studying of scientific methods of cost accounting, and investigations into economic conditions affecting the industry. The president of the News Print Service Bureau is J. A. B. Cowles of the Pejepscott Paper Company, the vice-president, Maurice Hoopes, president of Finch Pruyn & Co., while Mr. Kellogg will be secretary-treasurer. The chairman of the executive committee is John A. Davis of George H. Craig & Co., New York, and the other members, Sir Wm. Price of Quebec, and George H. Mead of Grand Rapids, Wis.

Thomas J. Shryock

Baltimore has in recent months lost several members of the lumber trade by death, the latest of the decedents being Gen. Thomas J. Shryock, president of T. J. Shryock & Co., Inc., who on February 3 succumbed to pneumonia, after an illness of less than three days. General Shryock, though primarily engaged in the Georgia and white pine business, also handled considerable quantities of the northern woods and his company had in recent years given much attention to Pacific Coast lumber, which it was planning to handle on a much larger scale than before. He was a native of Virginia, a son of a furniture manufacturer, and entered his father's business soon after leaving school. When only a youth he engaged in the lumber trade, and established the firm of Shryock & Clark. This firm he managed with much success for thirty years, when he withdrew and organized the firm of Shryock & Co., which engaged in wholesale operations and attained prominence in the trade here. It acquired also extensive tracts of white pine in West Virginia which enterprise proved to be exceedingly profitable.

Gen. Shryock was grand master of the Maryland Grand Lodge of Masons for 33rd degree and only last Thursday evening was at the Temple conferring degrees upon a number of candidates. He took an active interest in politics and served as the first republican state treasurer in the history of Maryland. For a time he held the position of treasurer of the Maryland Republican Central Committee, being subsequently made chairman. For a time he was also a police commissioner here. General Shryock, who obtained his title by appointment on the staff of Governor Lowndes, had a host of friends. He is survived by four sons and six daughters, one of the latter being the wife of J. McD. Price, a wholesale hardwood man and former secretary of the National Lumber Exporters' Association.

Pertinent Information

Our Periodical Manufacturing Census

The United States is ahead of all other countries in the world in the manner of taking a periodic census of manufacturing and other product. Every five years such a census is taken, and no other country does it at regular intervals. This policy keeps the business men informed in regard to the raw material used, the finished product, the cost of material and the cost of labor, as well as supplies information regarding various industries and their growth or decline during regular periods.

American Tools in England

A consular report from Birmingham, England, Dec. 19, 1917, speaks of a chance in that country for increased sale of American tools with handles. The report says that light multiple-purpose hand tools, such as American makers specialize in, are being urgently sought, particularly by market gardeners. Horse hoes, both British and American, are likewise in request, as are horse plows, drills and all sorts of miscellaneous appliances. Special consideration is being given to augmenting supplies of cultivating tools and to other aspects of the campaign to increase production of home-grown food. Edge-tool makers are in receipt of more orders than they are able to deal with. Efforts are being made to give all the facilities possible to this branch of the trade, which, important in itself, is still more important just now in its bearing on the food question.

Lumber Reclassification Case Submitted

The lumber reclassification case has finally been submitted to the Interstate Commerce Commission for decision after oral arguments during two days in which the bone of contention was the tentative report submitted by Examiner Fred Esch for approval of the commission in this case, recommending a uniform lumber list for railroads throughout the country and a system of classifying lumber and other forest products according to the weight of each shipment by the carload.

There were some kind words spoken by attorneys for various interests for the uniform lumber list idea, but all speakers but Mr. Esch himself took exception to his carload minimum weight basis for lumber classification, ratings and rates. Counsel for shippers and railroads agreed on this point, though not in detail, and there was a consensus of opinion expressed in favor of postponing further action in the lumber reclassification matter until after the war. J. S. Burchmore, representing the National Wholesale Millwork Association, opposed this idea, pointing out that it would involve delay in redressing the discrimination found by the commission in the Anson-Gilkey & Hurd case, final action in which has been held up pending the conclusion of the classification investigation. Also Commissioner Meyer intimated that the commission might think that war conditions called for radical action in the matter instead of indefinite postponement.

Prices Due to War

The only era in our national history that might be used as a measurement as to what could be expected at the present time were it not for food control is that of the Civil war. Now, after three years of drain there is a known world-wide shortage in food, whereas as a matter of comparison during the Civil war there was no actual shortage in foodstuffs, and yet prices not only went up very rapidly but continued ascending in the latter 60's, after the war had ended. The crest of high prices in any commodity was not reached in that era prior to 1864, and then on but few. Some prices ceased advancing at the close of the war in 1865, and some commenced to decline only in 1867, 1868 and 1869. While the general basis of prices at the commencement of the present era was considerably higher than those at the commencement of the Civil war era, the precentage of increase so far has been, and promises to continue, very much lower. Many commodities in which there was then no real national shortage, let alone a world shortage, increased several hundred per cent over the basic pre-war prices. These increases were almost, if not entirely, due to speculation rather than to any natural laws of commerce. It was partially to prevent a repetition of this disastrous experience that the U. S. Food Administration was created.

A Year's Business at Louisville

Alfred Struck of Louisville, Ky., board of trade, and chairman of the lumber committee, recently made a report on the year's business in that city, and since the conditions there may be taken as an index to conditions throughout the country, a brief summary of the report is here given.

The retail lumber business has been very much affected by the curtailment of building operations, caused by the war. Although millions of feet of lumber were required in the construction of the cantonment buildings, the amount bought locally for this work formed only a small proportion. Prices, however, have been advancing, and, because of the difficulties of replenishing stocks, there was not much cutting of prices. Dealers are taking matters philosophically, and are not losing their heads, but are hoping for developments that will improve conditions in this line.

Wholesale and manufacturing lines have been in a chaotic condition and prices have gone soaring and stocks are depleted. Furniture factories have had a good year.

The production of veneers might be classed as a new feature. A new factory has been built and the old plants have produced veneers in large amounts.

Building operations were of small moment, the poorest that Louisville has known in several years.

Pittsburgh's Building Laws

In Pittsburgh a rather unique, but nevertheless extremely excellent means has been devised to formulate a new building ordinance. A secretary-engineer has been appointed under salary and given a suite of offices and the services of a stenographer, and is, by constructive methods, arranging a new building ordinance which bids fair to excel in brevity and simplicity anything of its kind. This secretary-engineer arranges one section of the ordinance at a time and presents it to the building code commission for their discussion, but previous to this, representatives of various materials such as lumber, steel, cement and others are permitted to present recommendations for consideration. The building code commission consists of one architect, an engineer, one builder, an insurance man and an attorney at law. Before the code is put before the city government for action, it is discussed by the local chapter of the Institute of Architects, the Society of Engineers, Builders Exchange, Insurance Exchange, as well as other interested bodies, in order that each part may be carefully discussed and objectionable matter eliminated before it is finally made a law.

New Demurrage Regulations

The secretary of the Lumbermen's Association of Chicago, E. E. Hooper, informed members of the association on February 5 that certain changes in demurrage regulations on the railroads would take effect February 10. The text of the secretary's letter follows:

Cancelling order No. 3 the director general of railroads in order No. 7 provides that, effective Feb. 10, 1918, all railroads must amend their tariffs to conform to the following changes in demurrage rules, regulations and charges:

A. (1) Forty-eight hours' free time for loading or unloading on all commodities.

(2) Twenty-four hours' free time on cars held for any other purpose permitted by tariff.

B. That the average agreement rule be permitted, but that it apply solely to cars held for unloading.

C. That under the average rules the number of days on which debits accrue be made four instead of five.

D. That the demurrage charge on all cars, after the expiration of the free time allowed, be $3 for each of the first four days, $6 for each of the next three days, and $10 for each succeeding day.

E. That the bunching rule be reinstated with the following change in paragraph 2: When, as the result of the act or neglect of any carrier, cars originating at the same point or at intermediate points moving via the same route and destined for one consignee, at one point, are bunched at originating point, in transit, or at destination, and delivered by the carrier in accumulated numbers in excess of daily shipments, the consignee shall be allowed such free time as he would have been entitled to had the cars been delivered in accordance with the daily rate of shipment. Claim to be presented to carriers' agent within fifteen days. These charges are to supersede all those named in any existing tariffs applicable to carload freight except: (1) Cars loaded with live stock; (2) empty cars placed for loading coal at mines or mine sidings or coke at coke ovens and cars under load at mines or mine sidings or coke at coke ovens; (3) foreign export freight awaiting ships at ports; (4) coal for transshipment at tidewater or lake ports; (5) empty private cars stored on railroad or private tracks, provided such cars have not been placed or tendered for loading on the orders of a shipper.

Hardwood News Notes

MISCELLANEOUS

The Southern Treenail Company has been incorporated at Burnsville, N. C.; capital, $10,000.

The Betts Lumber Company has recently commenced business at Buffalo, N. Y., wholesaling lumber.

A voluntary petition in bankruptcy has been filed by the Mogul Motor Truck Company, St. Louis, Mo.

Atwood Brothers have incorporated under same name at Whitman, Mass., with a capital of $300,000.

VON PLATEN LUMBER CO.
IRON MOUNTAIN, MICH.
Manufacturers of Northern Hardwoods

Northwestern Cooperage and Lumber Co.
GLADSTONE, MICHIGAN
Western Office: 516 Lumber Exchange, Minneapolis, Minn.
Mills at Gladstone and Escanaba, Mich.
Chicago Office: 812 Monadnock Block
Manufacturers of the following
"PEERLESS" STANDARD BRAND PRODUCTS
Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

Herbert C. Jones has been appointed temporary receiver for the Clark, Randall Miles Chair Company, Shelbyville, Ind.

The Carolina Veneer Company, Columbia, S. C., is reported to have sustained a fire loss.

The Caldwell Lumber Company, Oil City, Pa., has sold out to the Oil City Woodworking Manufacturing Company.

The capital stock of the Dudley Lumber Company, Memphis, Tenn., is now $75,000, it recently having been increased to this amount.

At Richmond, Va., the Collapsible Box Corporation, has incorporated at $500,000, as has the Wilson Mill & Lumber Company, Rural Hall, N. C., at $25,000.

The C. W. Kotcher Lumber Company has incorporated at Detroit, Mich.

The Brooklyn Show Case Company, Brooklyn, N. Y., and the Rochester Parlor Furniture Company, Rochester, N. Y., are involuntary bankrupts.

The Kentucky Veneer Works has been incorporated for $100,000 at Louisville, Ky.

Other incorporations are: The Allaire Woodworking Corporation, Richmond, Va., capital $225,000; Western Carolina Lumber Company, Burnsville, N. C., capital $150,000; M. N. Offutt Lumber Company, Huntington, W. Va.; the Randolph Lumber & Chair Manufacturing Company, Ashboro, N. C., and the J. Elwood Cox Manufacturing Company, High Point, N. C.

CHICAGO

Among the Chicago visitors this past month was W. S. Hall of Mallison & Co., London, England. When last seen he was conferring with W. O. King of Chicago, and we anticipate that the undersea boats will have some lumber to shoot at some of these days.

The conference between the forty-odd lumber manufacturers and wagon manufacturers' committees here week before last didn't seem to get very far toward meeting the ideas of the wagon men on dimension stock and selling large quantities of boxboards. However, it is only a question of time, in order to complete contracts, that the wagon men will have to meet conditions of the lumber manufacturers. We understand the figures paid for these wagons by the government were at a good run of prices, and why should wagon manufacturers expect to have the cream of woods, after a tree is cut up into dimension, at $10 less than the lumber should be sold at?

Walnut operators who had one of the busiest years in their history, were in town the other day preparing to work out the government's problems on gunstocks, airplane material and other specialties which the material and production departments of the signal corps have been utilizing in flying machine manufacture. Their conferences have been very beneficial and they have a wider range of touch on raw material and specialty producing for our government and allies.

Mr. and Mrs. C. A. Goodman of Marinette, Wis., came on to Chicago

Friday night, February 1, their intention being to visit the automobile show. Seemingly they did not succeed in getting hotel accommodations for the register did not disclose their names on Saturday night.

About ten days ago E. M. Vestal of the Vestal Lumber & Manufacturing Company, Knoxville, Tenn., attended the conference of wagon oak manufacturers. Mr. Vestal was accompanied by Mrs. Vestal who went on through to visit her parents at her former home in Omaha, Neb., for two or three weeks.

L. H. Levise of the Scott & Howe Lumber Company, Oshkosh, Wis., spent a few days in Chicago recently.

C. H. Worcester of the C. H. Worcester Company, Chicago, spent a few days at his home office, this being one of the infrequent opportunities he has for getting away from his orduous duties as a member of the lumber committee of the National Council of Defense at Washington.

The capital stock of the Streator Car Company, Streator, Ill., has been increased from $250,000 to $300,000.

The following Chicago concerns have filed involuntary petitions in bankruptcy: The Columbia Parlor Frame Company, the Damm Sauer Upholstering Company, the Irving Park Sash & Door Company and the Republic Phonograph Company of Illinois.

The Anguera Lumber & Tie Company's capital stock has been increased to $60,000.

An extension is being asked by the Englewood Sash & Door Company, city.

Col. James Buckley for "ninety-nine" years president of the Indiana Hardwood Lumbermen's Association, has retired from the hardwood business and given up his position as treasurer. George M. Personette of Brookville has succeeded him in addition to continuing to operate at that point. We hope that our friends from Brookville will both be prosperous.

BUFFALO

Orson E. Yeager, president of the Buffalo Automobile Club, was chairman of a committee to hold a thrift day parade here on February 4 with several hundred automobiles in line. Buffalo was the first city to organize a celebration of the kind and the movement for the sale of thrift stamps was given a good boost.

Lumber shippers who have been dependent upon transit cars for supplying their customers have lately discovered that they cannot afford to continue in that line. The plan was to consign a car to themselves at some junction point and then sell it in time to divert it to the ultimate destination. The result now would be the car held up at the junction and they paying demurrage on it, so the rule is to consign to the customer direct and then demurrage, if any, is on him.

Letters received here from western mills state that they have practically given up loading lumber on anything but government business, and they must have the quartermaster's signature at that. This makes it very difficult for a jobber to do any business at all. Hardwood jobbers here have good amounts of lumber bought and some of it sold, but they cannot get it moved.

A report comes from Albany that the Federal government will give preference to lumber and timber for the construction of barges on the improved Erie canal in this state. State Engineer Frank M. Williams has been in Washington, taking up the matter in detail with the Emergency Fleet Corporation and other officials. It is estimated that the Erie barge canal will carry 10,000,000 tons of freight the coming season, if it is opened in time and an adequate fleet is provided. The fleet corporation has been asked to appropriate $5,000,000 to the construction of these barges. Old boatmen see two difficulties in the way. One is that the fleet will be slow in building and the other is that the canal will not be ready next May, because of the slow work on the part of construction contractors.

The Curtiss Aeroplane Company has received building permits for a number of new structures to be erected at the plant on Elmwood avenue, including a new office building and restaurant.

PITTSBURGH

More than twenty bridges were washed out through a recent flood at Sewell, W. Va., where one of the big plants of the Babcock Lumber Company is located.

The Kendall Lumber Company is practically snowed in at its big plant at Crellin, Md. The difficulty in getting shipments is so great that this company has called in its salesmen for the present.

Captain A. Rex Flinn of the Field Artillery, and president of the Duquesne Lumber Company, was home for a few days last week. His mill at Braemar, Tenn., is doing as well as could be expected under adverse railroad conditions and with a short labor supply.

W. D. Johnston, president of the American Lumber and Manufacturing Company, is rounding up his big northwestern shipments for government use in fine shape. The lumber is coming forward rapidly and this is one of the biggest operations ever undertaken in the country.

The Universal Lumber Company is furnishing a fine lot of lumber for the big plant of the Owen Electric Company in the east end.

The Frampton-Foster Lumber Company is getting ready for the most aggressive spring campaign it ever started. This will be directed not so much toward new sales as to give its present customers the highest measure of service in stocks and shipments.

January building operations in Pittsburgh made the poorest showing of any January in fifteen years. The total was only $314,415 for eighty-five permits, about one-third of which were for repairs and for extensions. This report shows almost complete stagnation of the building industry in Greater Pittsburgh at present.

BOSTON

The presidents of the eight New England railroads have organized The New England Railroads Executive Committee, which in conjunction with the New England Transportation Conference are to endeavor to analyse and propose remedies for the present freight situation in this section. These two organizations will meet weekly and submit to the Washington traffic authorities practical steps, along such lines as the industrial section of this conference may agree are most needed, to operate all the lines in this section toward restoring operative conditions to many partially or wholly suspended plants.

A recent fire in the buildings of the Essex Lumber Company, Lynn, Mass., destroyed all of their finished stock and caused the death of one fireman. Most of the snow-covered piles were saved. The South Bay storage warehouse in the Roxbury district of Boston was also visited by fire resulting in considerable damage to the company's property and also to a number of the dealers having stock on storage.

The financial embarrassment of W. C. Miles & Co. of Medford, Mass., and the Franklin Park Lumber Company of Franklin Park (Saugus), Mass., is currently reported.

BALTIMORE

Not less than three establishments that were large users of lumber suffered extensive damage by fire here in the last ten days or two weeks. One of them was the shipbuilding plant of the H. E. Crook Company, on the Spring Gardens side of Locust Point, at which a damage of perhaps $75,000 was done.

The pattern shop, warehouse and boiler room of the Henry W. Smith Shipbuilding Drydocks Company, at Curtis Bay, was destroyed by a blaze on the night of January 26, with a loss of approximately $75,000, and the plant of the Keating Mill and Lumber Company, Clifton avenue and the Western Maryland railroad, was laid in ruins February 1, the loss being estimated at $20,000. The two ship yards were at work on wooden vessels for the government under the Shipping Board program, while the Keating factory was turning out joiner work for wooden ships. The work of alien enemies has been suspected, but so far no evidence to support this theory has been found. All of the plants will rebuild as rapidly as possible.

Fire on January 23 destroyed the store and office of the Warn Lumber Corporation at Raywood, Pocahontas county, W. Va., the loss being estimated at $25,000.

A lumberman to pass away in the last week was William Wrightson Tunis, one of five brothers, practically all of whom became prominent in the North Carolina pine trade, and were among the first to erect a modern saw mill in the South. Mr. Tunis was seventy-seven years old and had lived in retirement for some years.

It is reported that government auditors have been in Baltimore recently making an investigation into the cost of conducting lumber yards. The information thus obtained is to be used as a basis for an agreement between the owners of the yards and the government as to the price of lumber commandeered to meet the needs of the military authorities. The settlement of this question is earnestly desired. Members of the lumber trade are of course patriotic and entirely willing to aid the government in every possible way, but they also believe that they should receive fair compensation for the stocks requisitioned, especially since it will be almost impossible to replace them, and certainly not at the figures that prevail at the time the lumber was purchased.

COLUMBUS

One of the most striking and interesting exhibits at the Columbus real estate and building show, which was held January 23 to February 2, is that of the Columbus Lumber Trade Exchange. This association erected a complete modern bungalow of six rooms, artistically furnished throughout. The cost of the bungalow was $3,000. Members of the exchange supplied the lumber and a number of local firms did the furnishing. The purpose of the exhibit is an exposition of the desirability and economy of lumber for homes and the enabling of prospective home builders to actually see the home before contracting for it. The plan will be carried out as a permanent department of the exchange and a downtown location will be announced, where home-seekers may inspect various types of homes complete. The Columbus Lumber Trade Exchange is giving free to children a $250 bungalow playhouse, furnished by the Southern Pine Association, for the best essay on "Why a Home Should Be Constructed of Lumber."

An effort has been quietly under way for several weeks to sound the possibility and desirability of forming an Ohio battalion of lumbermen for the Twentieth Engineers. Following a meeting of the directors of the Ohio Association of Retail Lumber Dealers at Columbus December 5, at which the project was discussed, a committee of directors called upon Governor Cox, who pledged his hearty support to the movement. Subsequently an officer of the association visited Washington and discussed the matter with officials of the Forestry Department and officers of the Twentieth Engineers. It was ascertained that there are still some five or six bat-

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Hardwoods

Our large band mill located outside Fayetteville is cutting an unbeatable tract of Tennessee's justly famous hardwoods — oak, poplar, hickory and the minor species.

You should consider our facilities for filling your needs.

Williams Lumber Co.
Fayetteville Tennessee

CINCINNATI
Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

The Tegge Lumber Co.
High Grade
Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

tahoma to be recruited. In spite of appeals that have been made through the trade press and by circular recruiting this important branch of the service is going very slowly. Men are being asked to transfer from the branches of the service they are now in to the Twentieth Engineers if they have had lumbering experience. Their reluctance to do this, and in general the slow recruiting is attributed to the fact that the men do not relish the prospect of leaving officers and comrades with whom they are acquainted for strangers.

John Weckerly, Whitehouse, O., has sold out his lumber business to Bucket & Studer.

The Siegel Lumber Company, Lima, O., has taken over the business of the Robinson & Curray Lumber Company at Marysville.

At the annual meeting of the Union Association of Lumber, Door and Sash Salesmen, held in Columbus the latter part of January in conjunction with the annual meeting of the Ohio Association of Retail Lumber Dealers', the following officers were elected to serve for the ensuing year: President C. E. DeLong of Toledo; vice-president, W. B. Stewart of Dayton; secretary-treasurer, John P. Bartelle of Toledo. The directors: J. D. Farley, Cincinnati, George C. Schweiger, Cleveland.

A communication from the National Association of Lumber & Sash Door Salesmen was tabled, and the matter of an outing at Cedar Point in the summer of 1918 was left to the officers for determination.

Salesmen of long ago, a large proportion of whom are lumber salesmen of the present, attended a luncheon at Columbus during the meeting of the two Ohio lumber associations for the purpose of renewing old acquaintances. It was decided to form an organization known as the Old Guard. Morris A. Hayward of Detroit, formerly of Columbus, was elected president and Allen A. Smith of Toledo vice-president. John P. Bartelle of Toledo was elected secretary-treasurer. The call for the meeting came from W. E. Ford of Mansfield, one of the old timers. In all sixteen of the old timers were present to unite with the new organization.

R. W. Horton of the W. M. Ritter Lumber Company reports a fairly good demand for hardwoods, especially from manufacturing plants. Box and implement factories are the best customers at this time. Prices are firm. Shipments are slow because of embargoes and railroad congestion.

The Emory River Lumber Company, Cincinnati, has increased its capital from $200,000 to $400,000.

The following firms in Cleveland report an increase in capital stock: The Barner-Mead Lumber Company, from $40,000 to $100,000; The Wickliffe Lumber Company, from $25,000 to $50,000; The Central Lumber Company, from $25,000 to $50,000.

The Winn Cypress Company, Dayton, has increased its capital from $5,000 to $10,000.

The James Oklen & Sons Saw Manufacturing Company, Columbus, has increased its capital from $12,000 to $200,000.

The Green Tie Company, capitalized at $12,000, and The Portsmouth Tie Company, capitalized at $12,000, both of Portsmouth, have been incorporated to deal in ties. The incorporators of both firms are E. H. Green, V. S. Taylor, L. C. Smith, L. Taylor and Frank W. Moulton.

CLEVELAND

Cleveland hardwood interests are joining with all lumber representatives in this district in the movement of the Cleveland Board of Lumber Dealers to increase building operations, and consequently bigger demand for lumber materials, through more liberal loans from financial institutions. Facts gathered by a survey committee of the board shows that while there is more than $500,000,000 in national and state banks in the Cleveland district, there is less than $30,000,000 in the savings and loan associations, which are considered the natural medium through which real estate operation loans are made. It is the aim of the board here to get increased deposits for the savings and loan associations, so that more money will be available for building purposes, as well as to increase the showing as compared with other cities in Ohio. Plans are being considered by J. V. O'Brien, secretary.

Fred P. Potter of Potter, Teare & Co., chairman of a committee formed to ascertain the cost of doing business in the past year, advises that in 1917 the average cost of handling lumber in the Cleveland district was $10 per thousand, which is twice that of 1915.

E. M. Carleton of the Mills Carleton Company has left for the South, where he will remain the balance of the winter.

O. T. Jenks, who has been sales manager of the C. H. Foote Lumber Company, has resigned to engage in other business.

INDIANAPOLIS

James I. Dissette last week purchased the plant of the Interior Hardwood Company in Indianapolis for the use of the Indianapolis Wirebound Box Company. The property was valued at from $50,000 to $60,000, and stands on an excellent manufacturing site of two acres. The plant is composed of three modern brick buildings with a floor space of 50,000 square feet. The Interior Hardwood Company had been engaged in the manufacture of hardwood flooring for the last twenty-five years.

The Imperial Desk Company of Evansville, Ind., has increased its capitalization from $100,000 to $200,000. General business expansion is planned by the company.

The furniture manufacturing industries of Evansville, Ind., are facing a serious situation as a result of the fuel shortage. The D. L. Conrey, the Danziger Furniture Company and the Shelbyville Wardrobe Company are now closed because steam coal cannot be obtained. Other furniture

factories in Shelbyville must close for a few days if coal is not available by that time.

The plant of the Bantz Furniture Company at Goshen, Ind., has been closed for more than a week as a result of a fuel shortage.

Septimus H. Smith, sixty-one years old, owner and publisher of the two trade magazines, *The Woodworker* and *Lumber*, died in Indianapolis last week after a short illness. He had been a resident of the city for forty-five years, and had conducted the two magazines for thirty-five years. He is survived by a widow and two daughters. Mr. Smith was prominent in business circles, and formerly was a member of the board of directors of the Indianapolis Chamber of Commerce.

EVANSVILLE

M. D. Helfrich, president and general manager of the Helfrich Manufacturing and Lumber Company, recently closed a deal for the timbered holdings of the Ewald Rolling Mill Company of Louisville, Ky. The land bought is in Lyon and Trigg counties, Kentucky, a few miles below here, and the consideration is reported to have been for $100,000. The tract of land bought lies in the Cumberland river valley and is said to be one of the finest in Kentucky.

The Hail Spoke Company, Doolittle Mills, Perry county, Ind., managed by James R. Hail, is now running at full capacity, working on large government orders for oak and hickory spokes that will keep the plant busy for several weeks.

It is announced that Nix Brothers, manufacturers of wagons and other vehicles at Poseyville, Ind., will soon erect a new factory.

David James, pioneer sawmill operator of Frankfort, Ind., died of pneumonia recently. He was exposed in a severe blizzard and lived but a few days after going to bed. He is survived by a family.

The Mogul Wagon Works, Hopkinsville, Ky., recently received a large government order for wagons and trucks, and since then the large factory has been working at full time.

George O. Worland, secretary of the Evansville Veneer Company, and B. F. Von Behren, president of the Von Behren Manufacturing Company, have been chosen directors of the Evansville Manufacturers' Association for the ensuing year.

Fire on January 15 destroyed the plant of the Greer Wilkinson Lumber Company at Franklin, Ind. The loss, estimated at about $10,000, is covered by insurance. It is believed the fire originated in the boiler room. Most of the lumber in the plant was saved.

Fire of a mysterious origin recently damaged the plant of the Owensboro Planing Mill Company, Owensboro, Ky. The loss is partly covered by insurance.

On January 21 a fire originating in one of the dry houses of the Globe Bosse-World Furniture Company caused a damage of about $10,000, with insurance. Owing to the heavy snow on the ground at the time, firemen were handicapped in fighting the flames. On the next night, fire of a mysterious origin in the varnish room of the Bockstege Furniture Company was confined to about $1,000. Both the Globe-Bosse-World and the Bockstege companies have recently had labor troubles in their plants.

During the recent rise in Green river much floating property was in danger, and many logs and railroad ties were saved after hard work. For the first time in many years heavy ice gorges formed in Green river, and when they passed out more than two million dollars worth of floating property in the mouth of Green river was in danger of being swept away. Luckily all the crafts were saved. The Ohio river has been frozen over for more than two months.

LOUISVILLE

Louis Wymond, head of the Chess & Wymond Company, Louisville, has been visiting his daughter at Beaumont, Tex., and handling some business matters at El Paso, having spent a month or more in Texas since the first of the year.

The closing order of the Fuel Administration was rather a lucky thing for the National Hame & Chain Company of New Albany, Ind., as on Monday of last week the roof of the plant collapsed from the weight of snow. Ordinarily there would have been sixty men at work, but only four people were in the office and no one was injured. The loss, including damage to woodworking and other machinery, was estimated at $5,000.

For the first time in several years the Owensboro, Ky., Wagon Company has paid a dividend, this being a three per cent semi-annual dividend, which was paid in January. The board of directors reported that 1917 was the most successful year the company has ever experienced, and the outlook for 1918 is still brighter. This company has been working on some good war contracts, which have resulted in the plant being kept busy all year.

T. M. Brown of the W. P. Brown & Sons Lumber Company, Louisville, and Tom Christian, sales manager of the Wood-Mosaic Company, New Albany, Ind., were recently in Chicago, where they attended a meeting of the vehicle manufacturers' association, in order to obtain a line on the possible vehicle requirements of lumber and woodwork in 1918.

Announcement has been made at Paducah to the effect that the Southern Hardwood Lumber and Tie Company, a Kentucky corporation, is dissolving, and is now winding up its business.

At Tompkinsville, Ky., W. D. White, a large manufacturer of axe handles, has announced the recent purchase of a tract of standing hickory timber in Monroe county, this timber being sufficient for the requirements

Brown Brothers Company

"Buttcut" Brand

HICKORY
Oak and Ash
Dimension Stock for All Purposes

Gainesville and Gunntown . . . . . Florida
Union & Planters Bank Bldg., Memphis, Tenn.

General Sales and Export Office
11 Broadway, New York City

Swain-Roach Lbr. Co.
SEYMOUR, IND.
We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

4 cars 8/4 No. 1 com. & better Elm; 1 car 12/4 No. 1 com. & better Elm; 1 car 4/4, 8/4, 12/4 Log Run Plain Sycamore; 2 cars 4/4 1s & 2s Sap Gum; 1 car 4/4 No. 1 com. & better Quartered Red Oak; 1 car 1x4½—5—5½ Quartered White Oak Strips; 1 car ⅜ 1s & 2s Plain Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

of the plant for a period of three years. Mr. White recently doubled the capacity of his plant, and has been figuring on putting in machinery for finishing spokes for autos and wagons.

Walter Bean of the Hon Lumber Company, Winchester, Ky., recently returned from a trip through eastern Kentucky, where he purchased a lot of hardwood lumber for the Winchester plant. Mr. Bean is being kept very busy just now, during the absence of Senator Hon, who is attending the meeting of the legislature at Frankfort.

A deal has been closed at Elizabethtown, Ky., whereby the Fred G. Jones Lumber Company of Louisville, takes over the remaining interests of T. J. Morrison, in the T. J. Morrison Lumber Company, established by Mr. Morrison seventeen years ago, and in which the Jones company has held an interest for some time. Mr. Morrison has purchased a fine farm near the city, and retired from active business. A. M. Stockard will manage the Elizabethtown office. The Jones company also has interests at Glendale and at Vine Grove, Ky.

A great deal of damage has been done in Kentucky within the past ten days or two weeks as a result of melting snows, causing rivers and streams to reach flood stages. This also caused several ice gorges to break, resulting in logging, boom and transportation companies losing heavily. The recent breaking of a gorge at Paducah, Ky., wrecked a number of steamers, packets, towboats and barges. The Ayer & Lord Tie Company was one of the heaviest hit. On the Kentucky river and its tributaries the logging and lumber concerns were also hard hit, as a number of booms broke, releasing thousands of logs, ties, lumber, etc., which could not be salvaged in any considerable degree because of the heavy ice. Reports from eastern Kentucky show that quite a number of big concerns lost logging trackage, river equipment, booms, lumber, logs, staves, etc. At Quicksand, Ky., the Mowbray & Robinson Company of Cincinnati lost five miles of railroad, log booms and a large number of logs, the estimated damage being $50,000. The Kentucky Lumber Company is reported to have lost 75,000 logs when a boom broke near Burnside, Ky., while other large losers were the Bassett Hardwood Lumber Company of Monticello; the Burnside Cedar Company, Burnside; the Day Lumber and Coal Company, Jackson, and the Chicago Veneer Company, while the Ferguson Hardwood Lumber Company of Paducah, Ky., lost a barge and other river equipment. A sudden freeze stopped the flood for a time, and it is hoped that the following thaws will be gradual enough to prevent further damage. However, heavy ice in the larger streams is doing tremendous damage to transportation companies, and this will result in a shortage of boats and barges in the spring, as it is estimated that more than $3,000,000 worth of river equipment has been sunk or destroyed. However, this spells a busy season for the river shipyards, although it will cause much trouble in handling shipments to river towns.

The first February meeting of the Louisville Hardwood Club was scheduled for Tuesday, February 5, but was set up a few days so as not to interfere with members who desired to attend the meeting of the Hardwood Manufacturers' Association at Cincinnati. Two visitors were present: Bob Carnahan of Brown Brothers & Carnahan, Pine Bluff, Ark., and Maurice Welsh of the Welsh Brothers Lumber Company, Memphis, who for several years was with the Lamb-Fish Lumber Company of Charleston, Miss. Mr. Carnahan was formerly a Louisville operator, and at one time a member of the Louisville Hardwood Club, but it has been a number of years since he attended a meeting. Mr. Carnahan in a short talk stated that in his opinion it was essential that lumber dealers obtain a good percentage of government orders if they intended to conduct a successful business in 1918, as transportation conditions are such that other business does not look very promising. Mr. Welsh was much pleased with the big improvement shown in the demand for thick oak.

ARKANSAS

The Mechanics Lumber Company of Little Rock has increased its capital stock $25,000 to $40,000, and the Enterprise Lumber Company has taken similar action, the increase being from $15,000 to $25,000.

The E. H. Ewing Lumber Company of Heber Springs, Ark., has filed a certificate of dissolution and surrendered its charter.

Frank F. Fee, president of the Fee-Crayton Hardwood Lumber Company, Dermott, was elected president of the National Lumber Exporters' Association at the recent meeting in New York. Mr. Fee resides at 1900 Broadway street, Little Rock, and is well and favorably known among the lumbermen of this section.

The recent decision of the United States Supreme Court sustaining the ruling formerly made by the federal courts to the effect that it is not necessary for the shipper to show actual loss to collect on overcharges on freight shipments is looked upon as of importance to the lumbermen of this section. The case involved the collection of a claim for $2,061 by way of overcharges by the American Hardwood Lumber Company of Louisiana and Arkansas, and arose when the reparation was allowed upon the claim by the Interstate Commerce Commission, the railroads taking the position that it was necessary, before the manufacturer or shipper could collect for it, to show that it had been actually damaged and had not passed on the overcharge to the ultimate consumer. This contention was overruled by the lower court, which held that it was only necessary to show an overcharge, the collection of rates in excess of those allowed by the commission's tariff, and now the Supreme Court has taken the same view of the question and settled the matter favorably to the lumber manufacturers.

The Eckhardt & Lennon Company has purchased the stave and heading plant of the Pekin Cooperage Company at Paragould, which is one of the largest of its kind in the state. The Pekin company still owns and operates a number of stave and heading mills in Arkansas.

The Mount Olive Stave Company of Batesville has increased its capital stock from $10,000 to $15,000. It had the misfortune of losing its plant by fire on the night of December 24, 1917, but this is now being rebuilt, and the company will soon be operating again on a bigger scale than before.

The Texarkana Broom Company of Hope has increased its capital stock from $25,000 to $50,000.

FOR SALE
HUNTSVILLE LUMBER COMPANY
S. S. FLETCHER, Trustee, DECATUR, ALA.
All machinery and equipment, belts, pulleys, etc.; 7 ft. Clark Band Mill; 5 Boilers; engines, dry kilns; also hardwood flooring plant. Will sell as a whole or separately. For full list of machinery and prices, apply S. S. Fletcher, Trustee, Decatur, Ala.

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE AND RED OAK AND YELLOW POPLAR
We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.
——Your inquiries solicited——
ARLINGTON LUMBER CO., Arlington, Kentucky

STERNER LUMBER CO. PHILADELPHIA
We Pay Cash for Hardwoods
All sizes and grades
Send us your Stock and Price Lists
CORRESPONDENCE SOLICITED

Lenox Lumber Co.
OAK — Soft Texture
POPLAR — Perfect Manufacture
HARDWOODS — Creamy Grades
American Lumber & Mfg. Co.
PITTSBURGH, PA.

WISCONSIN

H. L. McKusick, Stillwater, Minn., was elected secretary of the American Immigration Company and affiliated companies at the annual meeting held in Chippewa Falls, Wis. He fills the vacancy caused by the death of E. L. Ainsworth.

The Yawkey Bissell Lumber Company, Wausau, Wis., has increased its capital stock from $350,000 to $500,000 to accommodate the growth of its business.

The Automatic Cradle Manufacturing Company, Stevens Point, Wis., maker of cradles and similar furniture, was requested by the war department last week if it was in position to manufacture ax, shovel and pick handles. The department was advised that the plant is equipped to manufacture furniture only, but was offered the entire facilities of the plant for any purpose for which it can be utilized.

Articles of incorporation have been filed in behalf of the Brown Land and Lumber Company, Rhinelander, Wis. The capital stock is $1,000,000 and the incorporators are Luther E., Webster A. and Edith F. Brown.

The Kaye Carving Works, which moved to Green Bay from Stevens Point when its plant was destroyed by fire recently, already has been obliged to take larger quarters and is moving to the former plant of the Cluley Multiplier Company in Green Bay. The firm does hand and spindle carving and makes wood statuary, collection plates and similar hardwood products.

Gustave Createns, who established a potash works in Phillips, Wis., about a year and a half ago, has disposed of his interests to a new corporation, styled the Phillips Potash Company. The officers are: President, W. K. Parkinson; vice-president, K. C. Jakoubek; secretary and treasurer, Robert Jakoubek.

Wagon and sleigh factories in Wisconsin have been experiencing the busiest season in years, due to the unusually heavy snowfall throughout the country, which has created a better demand for sleighs than has been noted in a decade. Orders have been received from sections which never before demanded sleighs. The Schmidt & Stork Wagon Company, West Bend, Wis., alone filled orders for more than 4,250 sleighs during the present winter.

The Green Bay Barker Company, Green Bay, Wis., maker of machinery for removing bark from logs, is erecting a one-story shop addition, 60x100 feet in size.

The affairs of the Kurth Broom Company, Milwaukee, which recently was involved in bankruptcy proceedings, have been settled. A final dividend of 19.3 per cent, amounting to $477.32, was declared. Two dividends of 10 per cent each had been declared previously.

The Crocker Chair Company's sawmill at Antigo, Wis., has resumed operations after being closed for about two months for repairs and overhauling. In that time the circle saws have been supplanted by a modern band-saw and a new filing room erected.

The J. L. Clark Carriage Company, Oshkosh, Wis., has changed its corporate style to J. L. Clark Manufacturing Company to better designate its line of products since the manufacture of vehicles has become a minor part of the business. Elmer Leach is president and Warren G. Maxcy is secretary.

The Rib Lake Lumber Company, Rib Lake, Wis., has been badly hampered in filling its orders by the shortage of cars and difficulty of moving material. At the close of January the Company was approximately fifty cars behind on orders.

The Hamilton Manufacturing Company, Two Rivers, Wis., a large manufacturer of printing office furniture, fixtures and accessories, is filling a large order for airplane parts for the Dayton Wright Airplane Company, Dayton, O., which holds large government contracts. The contract will keep the Hamilton plant busy at full capacity for several months.

The organization of the Universal Shipbuilding Company, Sturgeon Bay., Wis., which will take over the plant and business of Rieboldt, Wolter & Co., wooden shipbuilders, on June 1, has been completed by the election of the following officers: President, Philip Binzel, Oconomowoc, Wis.; vice-president, Gustav A. Huck, Sturgeon Bay; second vice-president, Hubert Riesen, Milwaukee; secretary, Louis Luebscher, Jr., Milwaukee; treasurer, Herbert L. Peterson, Sturgeon Bay. The company has a capital stock of $1,500,000 and is owned largely by Milwaukee interests. As soon as the Rieboldt-Wolter company completed a government transport, known as boat No. 61, which is now in process of construction, the yards will be turned over to the new owners. Extensive enlargement is planned so that more and larger boats may be undertaken.

The Goodman Lumber Company, Goodman, Wis., has tendered the unrestricted use of its clubhouse to the new company of the Wisconsin State Guard recently formed by employes of the company and other residents of Goodman, with Charles N. Baker as captain. The State Guard has been created to take the place of the Wisconsin National Guard while it is at the front.

The Home Builders' Finance Company, Milwaukee, has been organized with a capital stock of $100,000 to engage in the construction and financing of dwellings. Among the incorporators is George F. Eller, head of the John Eller Lumber Company, Milwaukee.

F. E. Burbach of the Mohr Lumber Company, Tomahawk, Wis., who spent some time at the main offices in Portage, Wis., last week, reported that the sawmill is operating at maximum capacity on a large cut of fine hardwood

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

The following stock is in excellent condition, *ready for immediate shipment*

5/4" No. 2 Com. & Btr. ASH	41,000'
5/8" No. 2 Com. & Btr. BEECH	27,000'
5/4" No. 2 Com. & Btr. BEECH	300,000'
6/4" No. 2 Com. & Btr. BEECH	286,000'
4/4" No. 2 Com. & Btr. SOFT ELM	76,000'
4/4" No. 3 Com. SOFT ELM	30,000'
3/4" No. 1 Com. & Btr. BIRCH	81,000'
4/4" No. 1 Com. & Btr. BIRCH	108,000'
6/4" No. 2 Com. & Btr. BIRCH	51,000'
8/4" No. 2 Com & Btr. BIRCH	17,000'
4/4" No. 3 Com. BIRCH	51,000'
5/4" No. 3 Com. BIRCH	56,000'
4/4" No. 1 Com. & Btr. MAPLE	48,000'
4/4" No. 1 & No. 2 Com. MAPLE	270,000'
6/4" No. 2 Com. & Btr. MAPLE	316,000'
8/4" No. 2 Com. & Btr. MAPLE	10,000'
10/4" No. 2 Com. & Btr. MAPLE	34,000'
12/4" No. 2 Com. & Btr. MAPLE	58,000'
5/4" No. 3 Com. MAPLE	36,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE	130,000'

Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

Plain & Qtd. Red & White OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

logs, derived from its four logging camps near the Oneida-Price county line. The logs are hauled twenty-nine miles by rail, mostly over the company's own tracks. "Business is booming and the demand is sharp and prices firm," said Mr. Burbach.

The Tigerton Lumber Company, Tigerton, Wis., started hauling logs from its camps near Summit Lake, Wis., late in January, a large steam hauler being employed. More than 3,000,000 feet of logs had been decked in the woods when hauling started, insuring an ample supply for the mill for the season.

The Holt Lumber Company, Oconto, Wis., has completed the installation of another large generating unit in its planing mill for the purposes of the Oconto Electric Company, which supplies the city and private consumers. The new unit gives the company three separate and independent sources of power in case of emergency.

The Kiel Woodenware Company, Kiel, Wis., has completed important improvements in its mill at Mellen, Wis., and increased the working force from seventy-five to more than 100 operatives on February 1. The improvements included the installation of a 200 horsepower Corliss steam generating unit.

The Crocker Chair Company, Chicago, issued notice to all plants recently that full pay be given to employes who are kept idle because of the Garfield coal-saving order. This does not affect the company's sawmills at Antigo and Elton, Wis., which are enabled to operate on Mondays, because their fuel supplies are derived almost entirely from wood waste.

N. D. Sergeant, Springbrook, Wis., has purchased a large portable steam-operated sawmill outfit and expects to cut from 600,000 to 750,000 feet of logs in that vicinity during the coming season. Much of the log supply in sight consists of hardwoods.

The Shawano Hub Manufacturing Company, Shawano, Wis., has been reorganized as the Shawano Box Company and will discontinue the manufacture of hubs and bolts in favor of boxes and veneers. F. C. Werbelow has been appointed general manager and will be assisted by Henry Neumeier, who had charge of the plant under the former policy.

The W. J. Campbell Lumber Company, Oshkosh, Wis., has increased its capital stock from $60,000 to $120,000. Delwin Towle is secretary.

The Hardwood Market

CHICAGO

Chicago is getting more and more into war consideration. A good deal of lumber handled through this market is going into boxes and containers. The section in and around Chicago has a great many producers of wagons and other vehicles used by the government in its war work. The result is that there is a good deal of activity around here looking towards the lining up of stock for such purposes.

There is developing some hope of building renewal as building weather comes on. Without doubt this hope will materialize to a degree. Sales and prices are promising, with strength holding as well in the northern as in the southern woods. In fact, lumbermen familiar with the local situation express real enthusiasm over the conditions and possibilities of the market.

BUFFALO

Many difficulties are standing in the way of carrying on hardwood trade at present, one of the chief ones being the embargoed conditions on all the rail lines. The weather has been intensely severe during the past weeks and winter temperatures have been uniformly low since November. As a consequence the railroads have been unable to keep freight moving and their engines have been frozen to the tracks. About all the business that can be done is in local or close-by territory, and naturally there is not enough to go around and give everybody a large part.

Because of the scarcity of stocks coming from the mills and the depletion of yard stocks, prices have been on a high level. Where customers had to have lumber immediately they have lately been paying unusually high prices and no prospect appears to exist of any break in the market. Wholesalers are hopeful that the rail situation will improve within the next few weeks, but so long as the weather remains on a zero basis not much opportunity for a change exists.

Woodworking plants have had much trouble in getting sufficient fuel supplies during the past few weeks. In some cases factories have had to shut down for a few days as the result of coal shortage. The outlook is not at all favorable to a plentiful supply of coal in the near future, and so far as can be seen the order to close down industrial establishments for five days and on successive Mondays has not brought about the relief that was hoped for. It was not much hardship for many plants to shut down, because the railroads are unable to move much freight where factories are open.

PITTSBURGH

Much complaint is heard about shipments. The difficulty of getting lumber through to its destination is greater now than at any time this winter. It would be hard to conceive of tying business in a harder knot

[illegible] cost now and keep it down at [illegible]. Wholesalers are so thoroughly disgusted and discouraged over the situation that they are calling in their men and devoting all their surplus energy to getting some movement of lumber which has been ordered or perhaps started on the road. The new year has opened up with a fair measure of hardwood inquiry. This comes largely from the big manufacturing plants and industrial concerns which are forced to build to keep up with the unusual demand for their products. The railroad inquiry is not very satisfactory. Retailers have not started to buy, and although their stocks are low, little is expected from this source until spring business is duly started.

BOSTON

Trade in this section is active in anything that can be delivered, and local stocks are in demand at fancy prices. Quotations from mills are also very high, although many orders could be placed in spite of the asking prices if it were not for the inability to ship. As matters stand now, incoming material is practically suspended. The present and future effect of this stoppage varies with the different classes of industry and, so far as domestic or general usage is concerned, is approaching a stage of vital concern to the trade.

BALTIMORE

With cold weather of unprecedented severity and the deepest snow on record, the lumber trade of this city and section has faced difficulties such as have never before confronted it, and which alone would have sufficed to narrow the movement greatly. Combined, as these conditions have been, with a general freight embargo on railroads, with lack of cars, with scarcity of labor and other drawbacks, the obstacles in the way of doing business have proved almost unsurmountable, and the aggregate of transactions has been held down to very small proportions. In a way, many hardwood men are out of it. Here and there it has been possible to take care of the wants of consumers by sending out lumber by auto truck, but wherever this means of making delivery could not be utilized, the dealers have been able to do practically nothing. While the hardwood business is less affected by the possibility that the government may step in and commandeer stocks needed to take care of private wants, the military authorities confining themselves largely to the soft woods, the blockade on the railroads affects this division of the lumber trade as well as all others, and the opportunities for making shipment are now greatly narrowed. Local yards have been drawing upon their stocks in some volume, and assortments are reduced, with the prospect of making good such withdrawals not at all promising; for the climatic conditions have affected the mills fully as much as the dealers. Lumbering organizations have had to suspend work either on account of deep snow or low temperatures, or both, and the production has fallen to narrow limits. To what extent this enforced idleness will result in the dispersal of organizations remains to be seen; but all the indications point to a greatly lessened production for months to come, so that it is likely to be difficult to take care of the actual wants which may develop. Under these circumstances it is only natural that the range of prices on the orders filled should be very high. In fact, the seller able to make shipment can command virtually his own figures, many wants being very urgent. In addition to the normal requirements low-grade hardwoods are freely sought by the box makers, who are in the market for anything that may serve their purposes. These box makers have many orders in hand, and they have had to contend with freight blockades on railroads, with mills cut off from navigation by heavy ice in the bay and river, so that vessels were unable to move, and with every other sort of impediment, and they are almost desperate in consequence of the lack of rough lumber. This has served to intensify the situation, so far as the hardwood users are concerned, and for the present there is no prospect of relief. Anything in the way of lumber is freely taken when there is a chance of filling the order, and numerous consumers are brought almost to a stop owing to the failure of supplies.

COLUMBUS

The hardwood trade in Ohio territory continues rather active. Taking in account the fact that transportation facilities are congested, there is more activity than might be expected. Buying is about equally divided between dealers and manufacturing plants. Concerns making boxes and implements are the best customers among factories. Furniture factories are now coming into the market after rather successful shows.

Retail stocks are only fair and in some sections reports show some shortage, especially in certain items. Some dealers are rather anxious to increase their stocks in view of expected business after the winter breaks. While building conditions are not very promising, it is believed that there will be considerable construction work along certain lines. Rural dealers are especially anxious to increase stocks.

One of the worst features is the slow deliveries, which makes it a difficult matter to transact business. It takes from one to two months to get shipments through, that is if the conditions are the most favorable. Some dealers are loath to place orders without assurance of prompt transportation service. Collections are generally good, as money continues easy.

Quartered oak is in good demand and prices at the Ohio river continue unchanged from a fortnight ago. The same is true of plain oak stocks, especially white oak. There is a steady demand for chestnut. Poplar is moving well, especially the lower grades. Ash and basswood are unchanged.

Oak Maple Chestnut

Manufacturers and Dealers
—in—
West Virginia and Southern
HARDWOODS

The Atlas Lumber & Mfg. Co.
Union Trust Building, CINCINNATI, OHIO

BLISS-COOK OAK CO.
BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

BIRCH

We have a complete assortment of practically

ALL GRADES & THICKNESSES

GOOD PLANING MILL FACILITIES

Send us your inquiries

Brown Land & Lumber Co.
Rhinelander, Wis.

Mills: RHINELANDER PARISH HELENA, ARK.

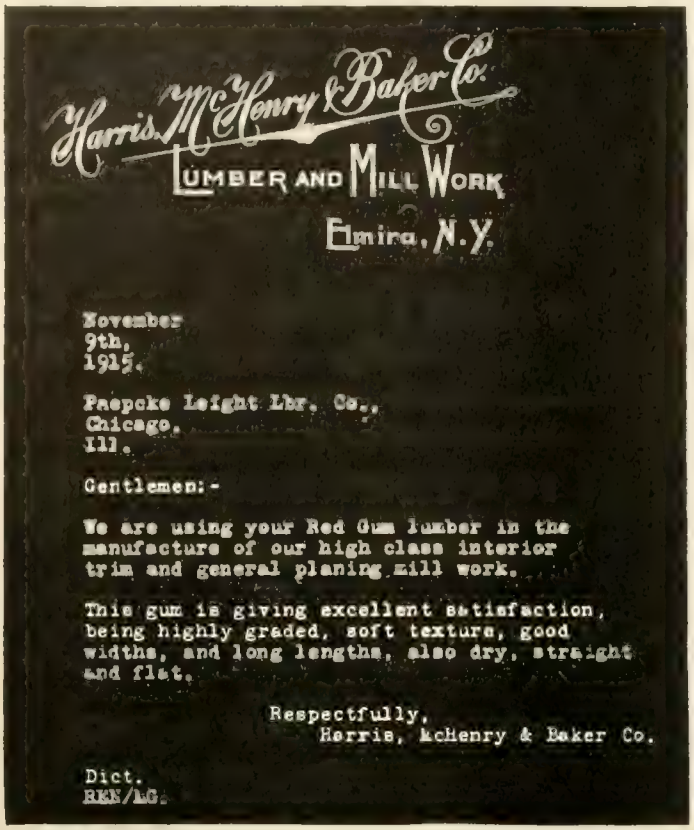
UNIFORM QUALITY

Our material all comes from the Saline River District, which produces the genuine Forked Leaf Oak. Therefore an even color and texture is maintained.

"FORKED LEAF" Brand Oak Flooring

We can ship mixed cars of "Forked Leaf" Brand Oak Flooring and Arkansas Shortleaf Pine.

The Long-Bell Lumber Co.
R. A. Long Bldg., KANSAS CITY, MO.



Of course it is true that

Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company
CONWAY BUILDING 111 W. WASHINGTON ST.
CHICAGO, ILL.
Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

CLEVELAND

Firmer position of all hardwoods is noted as improvement in receipts fails to materialize. While the outlet, owing to the severely cold weather here, is limited, even for this time of year, there is not enough to make yards feel sure they can replenish, and consequently prices are firmly maintained on all descriptions. Relief from this stringency, due directly to the poor railroad facilities, is expected when the government gets really busy on its control of the freight situation. Up to the present there has been no perceptible improvement in this situation in the district. The principal outlet for hardwoods at present is in the several big munitions plants going up in Cleveland, Akron and Alliance. These are consuming large quantities of all materials, in hardwoods, principally oak and maple flooring, as well as some cypress for exterior trim. If anything these two items are stronger in the last fortnight, although not actually higher. Outlet for hardwoods in small house construction, ordinarily the best outlet, is practically nil at present, as the severely cold weather of the last two months has brought carpentering work to a standstill. Consequently there is only a limited demand, if any, from the yard point of view.

INDIANAPOLIS

The hardwood trade continues to face many unsettled business conditions, with the result that the market is unsteady, although prices are well maintained. The slow movement of traffic, if it may be said to be moving at all, is the chief difficulty being faced by the trade, and it is said quite generally that little improvement is being shown in these conditions. The common carriers in Indiana have been so busy transporting coal to relieve actual suffering that the railroads have had no opportunity to devote attention to the movement of many classes of freight.

Most of the business is confined to contracts for war orders, or in filling the needs of sub-contractors. This business is growing steadily, and the hardwood interests now feel that the demand is to be heavy enough to more than make up for the loss of business that comes through the customary channels. The Indianapolis Chamber of Commerce, which maintains a war bureau in Washington, has just announced that contracts amounting to many millions of dollars have been signed with firms in central Indiana, and that a large part of these contracts will bring business directly to the lumber interests.

Because of the unsettled business conditions, many of the large consuming plants are not buying steadily, and many other plants have been compelled to suspend operations temporarily as a result of a fuel shortage. There is less activity in furniture circles than there has been for years. Prices remain steady. Box-making materials are in excellent demand, and heavy stocks of walnut also are in demand. Heavy oak stocks for manufacturing purposes find a ready market. The building trades are very inactive.

EVANSVILLE

Hardwood lumber manufacturers in Evansville and southern Indiana report trade rather dull for the past two or three weeks, owing to the bad weather conditions, the heavy snows and ice, and the freeze-up of the various rivers in this section. The car shortage and freight embargoes also have played havoc with the lumber interests and little or no improvement is looked for until after the weather has moderated. Few if any of the hardwood mills in southwestern Indiana have been operated during the past few weeks. The tie-up has been the most severe that the lumber manufacturers of this section have known for many years. The Ohio river and its tributaries have been frozen over and steamboats have been unable to operate at all. Railroads have not been able to maintain anything like regular schedules and freight embargoes have greatly handicapped the lumbermen and manufacturers. Logs are slow in coming in and little improvement is expected before thawing weather. Few if any of the large lumber consuming factories of Evansville have been able to run on full time during the bad weather. Box factories are unusually busy, having been working on war orders for several months. Collections are good considering the times. There is still a good demand for the various kinds of timber that the federal government wants in the building of war materials. Shipments are uncertain.

MEMPHIS

The hardwood market continues quite firm because there is a large inquiry and because production remains on a very unsatisfactory basis. There have been a few times when lumbermen have found such a strong or such a general demand for their output and, by the same token, there have been comparatively few instances when hardwood production has been so restricted for such a long period as two months. Orders are being received from private users of hardwood lumber and they are also coming from the manufacturers of wagons, wheels, boxes, handles and other commodities who have taken government contracts therefor. Thus the average member of the trade is far less concerned about selling what he has to offer than about shipping the stock or producing the stock after sales have been made. Shipping conditions are showing very little improvement because of the prevalence of embargoes, though lumbermen are hopeful that the efforts now being put forth to get cotton moved away in time

For Greatest Range of Uses

and

Easiest Handling

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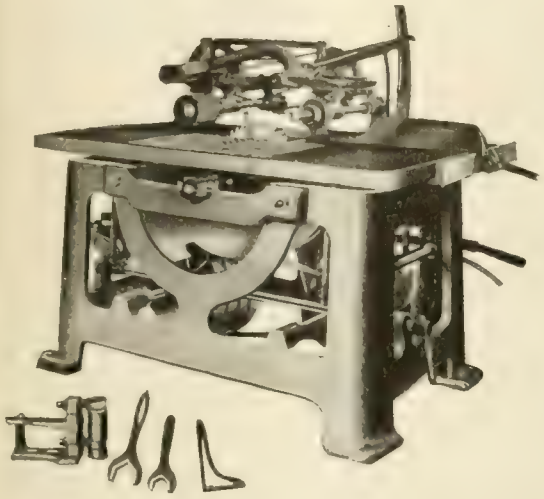

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

be exerted in behalf of lumber. Deliveries of the latter into eastern trunk-line territory during the past three months has been almost nil, and scarcely a foot can be moved there now. Prices are firm with every promise of remaining so, because of the admittedly strange relations between supply and demand.

NASHVILLE

Hardwood lumber trade in the Nashville market has been greatly hampered for the past two months by extremely cold weather, mills having operated under great difficulties. The transportation situation has been the next important factor, it being possible to handle only a small proportion of business on account of embargoes and congestion in the eastern sections of the country. Nashville manufacturers were hoping to make a better record in February. The prices have been steady, and there is a good demand for all kinds of hardwood, with brisk calls for poplar, ash, hickory and oak. Government business is a very important item, and shipments on goods destined to government contractors have been given the right of way on the railroads where this has been possible. The box business has been of heavy volume, due to the generally increased volume of business in many lines. The larger business at Nashville is reflected by an increase of over 40 per cent. in bank clearings in January. The general building situation continues quiet, but it is expected to take on renewed activity within the next sixty days, as the government is to erect a powder plant at Nashville to cost $60,000,000, construction to begin at once. The DuPont Engineering Company is reported to have been awarded the contract to look after the building of the plant, having perfected the plans. It is estimated that the population of the city will be increased over 50,000 the next six months. There will be some large contracts for lumber, but it is expected that pine men will get a large proportion of these. Cumberland river is higher than it has been since 1890, and the present tide will bring a supply of logs to Nashville, but it is expected that the quantity will be far below the normal on account of the war having drawn many log men into the army and other occupations.

LOUISVILLE

There is an excellent demand for hardwood for government requirements, as well as for commercial uses. Commercial orders are coming in fast, at prices above normal, and indications are that there is plenty of business in sight when traffic conditions reach a normal stage. Thick oak is in big demand. Poplar and poplar box boards, wide, thick ash, gum, etc., are in good call, while walnut is in big demand for government work. Mahogany is very active. Veneer mills are working to capacity. The cabinet and furniture trade is in need of numerous grades, but this demand is not so active as it should be under better conditions. Truck and wagon manufacturers are buying liberally, and are willing to pay over the market for immediate delivery, which is impossible in many districts. Prices are high and advancing, but it is a hard matter to get a proper line on prices, as much of the demand is for immediate requirement stuff, where price is not much of an object. In low grades of gum, poplar, etc., the market is being kept fairly well cleaned up by the box manufacturers, who have been buying freely to fill heavy commercial and government orders. The building trades are generally slow, and have been much slower than usual this season on account of the unprecedented bad weather in the South, which has held all work in check. However, the outlook for building is much better than it was at this time last year, and the trade is in hope of seeing an improvement. Collections are fairly good, all things considered, while money apparently is sufficient for all requirements. Production is being held up somewhat by the shortage of logs, due to car shortage, weather conditions, and shortage of labor, and this may boost prices still further.

MILWAUKEE

Sawmills in northern Wisconsin are experiencing a busy sawing season, due to the enormous demand for lumber of all kinds, particularly hardwoods for airplane parts and other war materials. The loggers in the district have been experiencing nearly ideal conditions and are able to furnish the mills with an ample supply of logs to maintain practically capacity operations. The snowfall in the northern hardwood belt was considerably less than in the territory further south in the Middle West and extreme temperatures have made log hauling a simpler task than in most years. The car shortage, however, continues to hamper the movement not only of logs to mills, but of manufactured lumber from mills to consumers. A general use of steam log haulers has compensated to a considerable extent for the lack of railroad facilities among mills that are not at too great a distance from the camps.

The demand for lumber has shown acceleration rather than slackening during the last two weeks, and with the greatly increased cost of production and a supply that is not equal to requirements, prices of all hardwoods are firm, with upward tendency. Advances are being made gradually, as the experience of manufacturers proves sharp rises in costs all along the line. The net advance thus far, however, is believed to be considerably below the net advance in costs, and leading men in the industry are of the opinion that selling prices must go considerably higher if they would avoid a loss in operation. Logging costs, especially, have risen enormously, and this factor is just coming to be directly reflected and will have to be compensated for sooner or later in advanced selling prices.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion..............25c a line
For two insertions.............40c a line
For three insertions..........55c a line
For four insertions...........65c a line

Eight words of ordinary length make one line.
Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—PLANING MILL FOREMAN

To take charge of mill located in north central Wisconsin in April. Must be practical and experienced, capable of filing horizontal resaw and setting up machines. Steady employment. Give references, age and salary wanted.

Address "BOX 24," care HARDWOOD RECORD.

WANTED EXPERIENCED MAHOGANY

Lumber inspectors who are American citizens; not subject to draft; steady employment for competent men. HUDDLESTON-MARSH MAHOGANY CO., 33 W. 42nd St., New York, N. Y.

WANTED

Log Buyer and Inspector. High-class man. State experience and salary.

Address "BOX 20," care HARDWOOD RECORD.

WANTED

A good live wire, who is a practical box manufacturer, to take an interest and assume the management of box company now organizing to operate a factory in the upper part of the lower peninsula of lower Michigan. Ample supply of lumber to be had at reasonable prices for at least a run of twenty years. Address, "BOX 19," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED BY THOROUGHLY COMPETENT

Man, position as mill or office manager in charge of woodworking plant or sales department. Many years' experience in all departments.

Address "BOX 22," care HARDWOOD RECORD.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,

Forest Engineer,

East Tennessee Bank Bldg.,

Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR

NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer,

158 Fifth Avenue, New York, N. Y.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WE NEED 5,000,000 FEET

No. 1 Poplar Logs

24" & up. We will inspect and pay for logs at your siding. Write or wire us.

THE LOUISVILLE VENEER MILLS,
Louisville, Ky.

WE ARE IN THE MARKET

For the black walnut logs 14" and up diameter, 4½ ft. and longer. We inspect at loading point and pay cash. BREECE VENEER CO., Kenova, Va.

TIMBER LANDS FOR SALE

FOR SALE

19,000 acres Arkansas overflow land between Mississippi and White rivers on the St. L. & I. M. R. R. Average of 3 different cruises showing 44,410,000 ft., 44% Oak. Land unsurpassed for growing Cottonwood. Price now $13 timber and land.

Brokers need not apply. Address P. O. BOX 788, Memphis, Tenn., Owners.

TEN TO TWO HUNDRED MILLION

As desired. Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

7,000-ACRE HARDWOOD TIMBER TRACT

This tract is located in North Carolina, and the railroad runs through the center; will cut strong 8,000 feet per acre of the finest grade hardwood; 15,000,000 feet yellow poplar; balance oak, ash, basswood, chestnut and hemlock; easiest proposition to operate that we have ever seen. For full particulars write M. A. ST. JOHN, 1617 Central Bank Bldg., Memphis, Tenn.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED

Hemlock, Pine, Basswood, Poplar, Spruce,
1 x 1¾" x 20 to 56" long.
For shook battens. May be S1S or S2S to ¾".
WIS. CABINET & PANEL CO., New London, Wis.

WANTED

Oak cross ties, switch ties, car stock, planking, etc. Oak, ash, hickory, gum and poplar, all thicknesses and grades. We are constantly in the market for material of this kind, also wagon dimension stock, long oak timber sawed and hewn, both red and white oak, inspection as loaded; payment at car side. What have you to offer? Write nearest office. W. B. CRANE COMPANY, Chicago, Ill., P. O. Box 67, Ashland, Ky., Jonesboro, Ark.

WANTED TO BUY

5 cars 2¾x4½—12′ No. 1 oak poles.
3 cars 2x4x4x4—12′ No. 1 oak poles.
5 cars 3x4½—12′ No. 1 oak poles.
1 car 3x4—7′ No. 1 oak reaches.
3 cars 1¼x2¼—4′ 6 & 5′ No. 1 oak handles.
2 cars 1½x2½—5′ No. 1 oak handles.
2 cars 2x2—30″ clear oak squares.
2 cars 2x2—30″ clear gum squares.
5 cars 4/4 dry log run beech.
5 cars 6/4 log run hickory green.
5 cars 10/4 No. 1 Com. & better hickory.
5 cars 10/4 No. 1 Com. & better oak.
5 cars 6/4 log run locust.

We can furnish government order numbers on many of our orders. Let us know what you can furnish. THE PROBST LUMBER CO., Cincinnati, O.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

WANTED

1—10 cars 4/4 No. 2 Com. Ash rough
**1—10 cars 4/4 No. 3 C. Oak & Ash rough, D2S & Res
1—10 cars 4/4 sound wormy Chestnut
**1— 5 cars 4/4 No. 2 C. Basswood, Buckeye or B Poplar, rough, D2S & Res
**— 5 cars 4/4 No. 3 C. Basswood, Buckeye & Poplar, rough, D2S
**1—10 cars 6/4 No. 3 C. Basswood & Poplar, D2S & Res, Res rough
**1—10 cars 6/4 No. 2 & No. 3 C. Elm, Gum, Tupelo, D2S & Res, Res rough
**1— 5 cars 3/4 No. 2 & 3 C. Elm, Gum, Tupelo, D1S or rough

Can furnish government contract numbers for items marked **.

Quote F.O.B. car, mill or delivered Kane & Philadelphia rates.

MELL-VIALL LUMBER CO.,
Philadelphia & Kane, Pa.

Loans on Timberland

We have internationally recognized facilities based on 38 years' experience in timberland and lumber matters.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

JAMES D. LACEY TIMBER CO.

332 South Michigan Avenue, Chicago

WANTED—VENEER SAWDUST

of all kinds for carload shipments. Can take several cars per week. Name price per ton on cars mill. Address with full particulars, "BOX 18," care Hardwood Record.

WANTED—OAK CROSS TIES

Switch ties, pole and lumber. Illinois and Indiana stock. GILLIS & COMPANY, Heyworth Bldg., Chicago, Ill.

LUMBER FOR SALE

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

The vast shipbuilding industry, in addition to its already large business in building, furniture, interior woodwork and R. R. lumber, make Philadelphia an attractive field. Hardwood Lumber is my specialty. Correspondence solicited.

REMEMBER KELLOGG'S CAIRO SERVICE

When you want mixed cars or quick shipments of Southern Hardwoods. KELLOGG LUMBER CO., Cairo, Ill.

MACHINERY FOR SALE

FOR SALE

Guy derrick, 50' mast and 70' boom built of angle iron with upright boiler, hoisting and swinging engine complete;
1 Corliss engine (125 H. P.)
1 generator direct connected (300 K. W.)
2—150 H. P. boilers
1 smoke stack 4'x100'

LOUISVILLE PLANING MILL CO., INC., Louisville, Kentucky.

FOR SALE AT A REAL BARGAIN

2 veneer saws, dry kiln, 100 H. P. engine, 150 H. P. boiler, large water heater and double blower. All as good as new.

Address "BOX 21," care Hardwood Record.

FOR SALE—AT PORTLAND, ARK.

1 Sinker-Davis 7' band mill; 1 Jumbo carriage; latest improved friction set works; steam feed; 1 gang edger; 1 slab conveyor; 600', heavy link chain with patent conveyors; stand pipe and drive gearing. WRIGHT-BACHMAN LUMBER CO., Bostic, N. C.

FOR SALE

6 ft. Fay & Egan band mill with 8" steam feed; steam nigger; steam kicker; trimmer and gang edger; 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio.

FOR SALE—3 BOILERS

1—56x24; 1—42x24

Good condition and will sell at bargain.

GEORGE M. PERSONETT, [illegible]

A COMPLETE BAND SAWMILL

And planing mill for sale, consisting of two boilers, Clark engine, Clark 8' band mill, Mershon resaw, edger, slasher, automatic trimmer, dynamo and engine, steam log turner, loader, etc., complete filing room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed sawing in November, 1917. Will sell complete only. UNITED STATES SPRUCE LBR. CO., Marion, Va.

FOR SALE—CHEAP

2 large stave saws; 2 medium trip jointers; 1 large heading saw; 1 large double wheel jointer; 1 lath saw; 1 sawmill, capacity 15M daily, complete with boiler, engine, wood-saw, shafting, pulleys and belts. Address, HAMMER BROS., Hillsboro, Wis.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

BUSINESS OPPORTUNITIES

WESTERN CANADA

Have you a product to sell through the lumber dealers of Western Canada? We can represent you as we are selling strictly lumber lines and are in direct touch with all dealers in Manitoba, Saskatchewan and Alberta. Now is the time to line up for 1918 business. Address, "BOX 14," care Hardwood Record.

WANTED TO CONTRACT

With responsible party owning a good band mill with capacity of forty to fifty thousand feet of Hardwood per day to cut by the thousand. Timber in Tennessee sufficient for ten to twenty years' run. Address, "BOX 17," care Hardwood Record.

FOR SALE—WAGON FACTORY

[illegible] equipped with [illegible] machinery. Ten acres, out of city but within switch limits. Six years' established business and an enviable record for high grade wagons. Location right at best remaining hardwood district. No sales department necessary to sell capacity of 4,000 wagons per year, within two hundred miles of plant. Would sell at an unheard of bargain. Investigate. FORT WORTH WAGON MFG. CO., Ft. Worth, Texas.

MISCELLANEOUS

FOR SALE

At public auction on February 25, 1918, at 10:00 A. M. at the factory, the plant of the Knoxville Veneer Company, including land, buildings, machinery and equipment.

About two acres of land, located in Lonsdale Addition of Knoxville, Tennessee, between the L. & N. and Southern Railway tracks, with private siding from each, and which is the main factory building, being a one-story frame building with basement, aggregating 40,000 feet floor space. There is adjoining a brick boiler and engine house, also a 60 ft. progressive lumber dry kiln.

Two lots, 50'x132', each across the street from the main plant, on which stands the one-story frame warehouse building 73'x132'.

The main items of equipment being:

1 Buss 40" single surfacer;
1—150 H. P. Greenwald slow speed engine;
500 glue clamps;
1—150 H. P. Chandler & Taylor return tubular boiler;
1 Brownell water heater;
1—50 H. P. Atlas automatic engine;
1—12' Capital slicer;
1—12' Capital Grinder;
2 Capital veneer lathes;
250 factory trucks;
5 Capital veneer clippers;
3 Beach double cutoff saws;
1—H. B. Smith 42" triple drum sander;
1—66" twin screw veneer press;
1 Wheland 15M capacity
200 Francis single beam retainer clamps, complete with I beam;
1 No. 212 Berlin 76" glue jointer;
1 Dennis taping machine
1 Yates No. 213 continuous feed glue jointer;
2 Yates G-2 self-feed rip saws.

Sundry other equipment and small tools too numerous to mention.

Sales will be made free of all encumbrance for cash in hand, to the highest bidder, and subject to the confirmation of the court.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 4/4; NO. 1 C. 4/4 & 6/4", both good wdths., 1 2 -14 & 16'. 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR. 5/8"; COM. & BTR. black, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4-8/4", reg. wdth. & lgth., 8 mos. dry, nice stock. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4, 6-9", reg. lgth.; SEL. & NO. 1 COM. 4/4", reg. wdth. & lgth. NICKEY BROS., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", dry. RIELKADEL LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS 6/4". NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & NO. 2 C., both 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 3 C. 5/8 & 5/4", reg. wdth. & lgth., 6 mos. dry; NO. 2 C. & BTR., 5/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BIRCH

NO. 1 C. & BTR., white, 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. SAP 5/4", good wdths., 14-16', 1 yr. dry; FAS 4/4 & 8/4", good wdths., 11-16', 4 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C. 4/4", reg. wdth. & lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS UNSEL., 6/4 & 8/4"; NO. 1 C. UNSEL., 6/4 & 8/4"; NO. 1 C. & BTR. UNSEL., 12/4"; FAS SEL. RED, 6/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 4/4". WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 5/4-10/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

NO. 1 C. 4/4", reg. wdth. & lgth., 6 mos. dry, Ky. soft stock. AMERICAN LUMBER & MANUFACTURING CO., Pittsburgh, Pa.

FAS 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & SD. WORMY, 4/4", good wdths., 14-16', 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR., 4/4", 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-8/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS 6/4", PANEL 4/4", 18" & up wide. ANDERSON TULLY CO., Memphis, Tenn.

CYPRESS

SEL. 4/4"; PECKY 8/4". ANDERSON TULLY CO., Memphis, Tenn.

SEL. 4/4, 5/4, 6/4 & 10/4", reg. wdth. & lgth.; NO. SHOP, 4/4, 8/4 & 10/4", reg. wdth. & lgth.; FAS 5/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 5/4 & 6/4"; SEL. 5/4 & 6/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 1 yr. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM

NO. 1 C. & BTR., 6/4"; LOG RUN 12/4 & 16/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 3 C. 6/4", reg. wdth. & lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 4/4 & 12/4". FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN 8/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4 & 8/4"; NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 12/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 C. & BTR., 8/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

ELM—ROCK

NO. 2 & BTR., 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS 5/4"; PANEL 4/4", 18" & up wide; NO. 1 C. & BTR., QTD., 8/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, NO. 1 C. & NO. 2 C., 4/4", reg. wdth.; BOX BDS. 4/4", 9-12", air dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. QUTD., 10/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., over 4 mos. dry; NO. 1 C. & BTR., 6/4, reg. wdth. & lgth., over 4 mos. dry; NO. 1 & 2 C. 5/4", reg. wdth. & lgth., over 4 mos. dry. HOWE LUMBER CO., Helena, Ark.

FAS 3/4", reg. wdth. & lgth.; NO. 1 C. 4/4", 18" & up, reg. lgth.; P. & W. L., 4/4", 18" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

FAS 5/8 & 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 COM., 4/4 & 5/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4", BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 1 C. 4/4", reg. wdth. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. 6/4". FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR. 6/4 & 8/4", reg. wdth. & lgth., over 5 mos. dry. HOWE LUMBER CO., Helena, Ark.

FAS & NO. 1 C. 5/8, 18" & up, reg. lgth.; FAS 3/4", 12" & up, reg. lgth.; FAS & NO. 1 C. 3/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

FAS 3 4, 5 4 & 6 4". NO. 1 C. 4 4 & 5 4". RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—QUARTERED RED

FAS 8/4"; NO. 1 C. & BTR., 4/4 & 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 6/4". FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/4 & 8/4", 18" & up, reg. lgth.; NO. 1 C. 3/4 & 4/4", 18" & up, reg. lgth.; COM. & BTR., sap no def., 8/4"; FAS, sap no def., 10/4", 18" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

GUM—TUPELO

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

No. 1 C. & BTR., 4/4 & 6/4". ANDERSON TULLY CO., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 C. 6/4", reg. wdth. lgth., dry. HUGH McLEAN LUMBER CO., Buffalo, N. Y.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

AN assortment of grades & thicknesses. JAMES E. STARK & CO., Memphis, Tenn.

MAPLE—HARD

NO. 1 C. & BTR. 4/4, 8/4 & 12/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., QTD., 4/4 & 1 1/16, 5-10", 8-16', 1 yr. dry; NO. 1 C. & BTR., 4/4", 6" & up, reg. lgth., 9 mos. dry; NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. wdth. & lgth., 2-10 mos. dry, about 3% No. 2 com. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 4/4-14/4". W. O. KING & CO., Chicago, Ill.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 COM. & BTR., 8/4" & thicker. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 2 C. 8/4". MASON-DONALDSON CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 & 2 COM. 4/4", 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS 4/4-16/4", 6" & up, std. lgth., 10-15 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

OAK—PLAIN RED

FAS, SEL., NO. 1 C. & NO. 2 C., all 4/4", reg. wdth. & lgth., 8 mos. dry, Ky. soft stock. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4, 6/4 & 8/4"; NO. 1 C. 5/4 & 6/4"; NO. 2 C. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4". FERGUSON & PALMER CO., Memphis, Tenn.

FAS 5/4, 11-13". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; NO. 1 C. 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & NO. 2 C., 4/4"; FAS & NO. 1 C., 5/4"; NO. 1 C. & BTR., 8/4. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. 3/8"; CROSSING PLANK 12/4"; SD. WORMY 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4—16/4", reg. wdth., std. lgth., 1 yr. and over dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN WHITE

FAS, SEL., NO. 2 C. & CORE, all 4/4", reg. wdth. & lgth., 8 mos. dry. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4-8/4; NO. 1 C. & BTR. 8/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C., 4/4, 5/4 & 8/4", reg. wdth. & lgth.; NO. 2 C., 4/4; reg. wdth. & lgth.; FAS 8/4", reg. wdth. & lgth.; NO. 1 C. & BTR., 12/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C., 3/8". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

OAK—QUARTERED WHITE

FAS & NO. 2 C. 4/4", reg. wdth. & lgth., 8 mos. dry; C. F. STRIPS 4/4, 3-5½", reg. lgth., 8 mos. dry, Ky. soft stock. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 3/8, 5/8 & 3/4; NO. 2 C. 3/4", reg. wdths., air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS & SEL. 4/4". FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4", 5/4 & 6/4"; NO. 1 C. 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

DOG BDS. 3/8-5/8"; FAS 4/4"; STRIPS 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS STRIPS 4/4, 2½-3½", reg. lgth., over 6 mos. dry; FAS STRIPS 4/4", 6-7", reg. lgth., 3 mos. dry. HOWE LUMBER CO., Helena, Ark.

NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & NO. 1 C., 1/2", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C. 4/4, reg. wdth. & lgth.; CLEAR STRIPS, 4/4", 2-5½", reg. lgth.; COM. STRIPS, 2-3½", reg. lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark.

NOS. 1 & 2 COM. & WORMY 4/4". WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

POPLAR

FAS & SAP, 5/8", reg. wdth. & lgth., 4 mos. dry; SAP 4/4", reg. wdth. & lgth., 8 mos. dry. AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

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FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

FAS 5/4"; NO 1 C. & BTR. 6/4". ANDERSON TULLY CO., Memphis, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4"; NO. 1 C. 4/4-6/4"; NO. 2 C. 4/4-8/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1. C. 4/4 & 5/4"; NO. 2 C. 6/4"; SEL. 8/4", all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WILLOW

FAS 5/4 & 12/4" (5/4 all 12'); NO. 1 C. & BTR. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

FLOORING—MAPLE

CLEAR & NO. 1, 13/16x1½, 2", 2¼ & 3¼; 1 1/16x2¼; PRIME 13/16 & 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1, 3/8x1 1/2; 5/8x2¼; CLEAR 5/8x2, 5/8x2¼. T. WILCE CO., Chicago, Ill.

FLOORING OAK

SEL. 5/8x1 1/2, 2" & 2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 16", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

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If you are a "price buyer" we probably cannot interest you.

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34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
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Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

2,000,000 feet in all standard widths, grades and thicknesses, carried on hand at all times to supply your needs promptly.

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Grayling, Michigan
We are members of the Maple Flooring Manufacturers Ass'n.

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Atkins Always Ahead

ATKINS Drag Saws

Atkins Drags increase the usefulness of these wonderful machines and minimize the expense of constant attention and filing.

Quicker cuts with less fuel follow naturally when Atkins Drags get on the job. Order them at once and let the test prove the rest.

E. C. ATKINS & CO., Inc.

ESTABLISHED 1857

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Canadian Factory, Hamilton, Ont.
Machine Knife Factory, Lancaster, N. Y.

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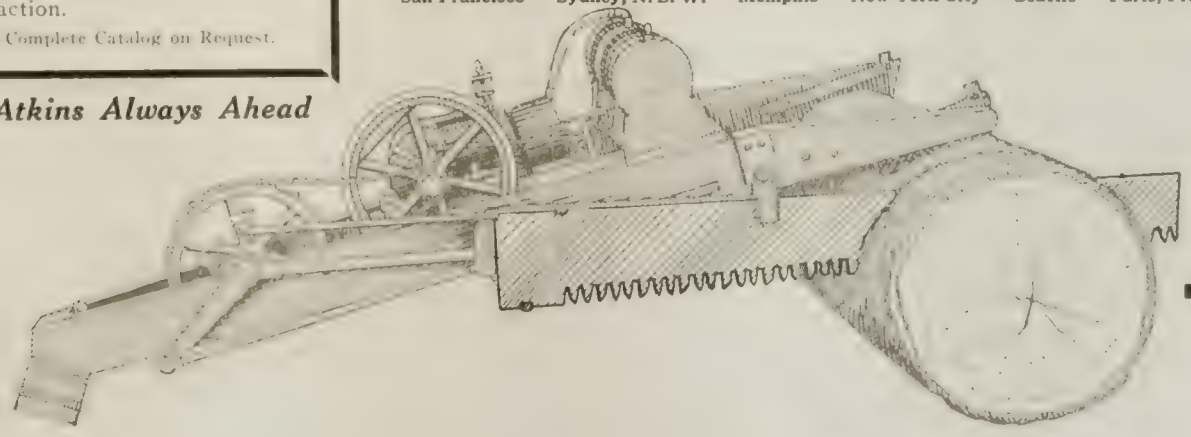
Atlanta Minneapolis Portland, Ore. Vaucouver, B. C. Chicago New Orleans San Francisco Sydney, N. S. W. Memphis New York City Seattle Paris, France



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Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber
and
Rotary Veneer

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee
J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

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VAPOR DRY KILN
GRAND RAPIDS
MICHIGAN

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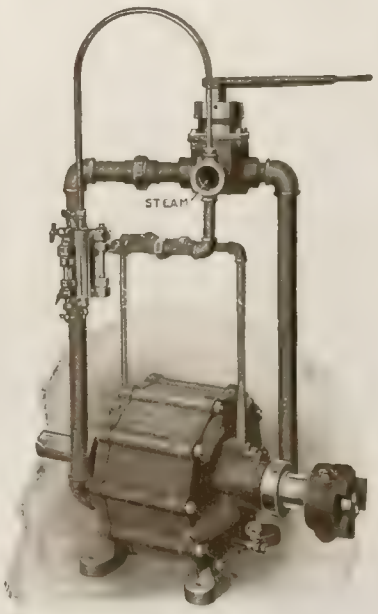
There is a difference in them — not alone in wording and salesmanship, but in intent, in actual service and in ability to perform.

The Grand Rapids Vapor Kiln guarantee is based on a scientific measurement; it is original and the result of our thirty years' experience in woodworking.

We know the difference between ordinary kiln operation and ordinary guarantees, and we know you do want dependable guarantees based on real service and tests.

Need we say more?

Grand Rapids Veneer Works
Grand Rapids, Mich. **Seattle, Washington**
Western Agents, Greeff Varnish Kilns



SOULE
Steam Feed

Designed for the sawmill by a millman.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

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SOULE STEAM FEED WORKS
MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, FEBRUARY 25, 1918

Subscription $2.
Single Copies, 15 Cents.

We Do Not Guess

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience **and elimination to be best apply.** In short, our production of southern rotary veneers and hardwood lumber is backed by

PJM
SERVICE

Synonymous with

Good Timber—Expert Manufacture—Scientific Drying—Modern Mills—Satisfaction to the Buyer

PENROD-JURDEN & McCOWEN
INCORPORATED
MEMPHIS, TENN.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Chicago Office
GEORGE B. OSGOOD, Peoples Gas Bldg.

Grand Rapids, Mich., Office
FRANK B. LANE, Houseman Bldg.

The Anderson-Tully Company
MEMPHIS, TENN.
Manufacturers of Southern Hardwoods, Veneers and Panels
(See inside back cover this issue)

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

39M ft. 1 1/16x2" No. 1 Maple Flooring.
33M ft. 1 1/16x2" Clear Maple Flooring.
200M ft. 4/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Beech.
150M ft. 6/4 No. 3 Elm.
150M ft. 6/4 No. 2 Common & Better Elm.
10M ft. 8/4 No. 1 Common & Better Elm.
40M ft. 10/4 No. 1 Common & Better Elm.
40M ft. 4/4 No. 2 Common & Better Ash.
30M ft. 4/4 No. 3 Common Ash.

The Kneeland-Bigelow Company
Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
White Ash, all grades, 1 to 4" thick

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yards
LOUISVILLE, KY.

Operating Eight Band Mills

FAYETTE, ALA — BRASFIELD, ARK — PERTH, ARK
GUIN, ALA — ALLPORT, ARK — GERRIDGE, ARK

We have on hand a complete assortment, all grades and thicknesses, of the following woods:

Plain & Quartered White Oak	**Poplar**
Plain & Quartered Red Oak	**Ash**
Plain & Quartered Red Gum	**Hickory**
Plain & Quartered Sap Gum	**Elm**
Alabama Short Leaf Yellow Pine	**Cypress**

Write us for Quotations

Wood-Mosaic Co., Inc.

MAIN OFFICE: NEW ALBANY, INDIANA

Band Mills, New Albany, Ind., and Highland Park, Ky.
QUARTERED SAWN WHITE OAK VENEER
PLAIN RED AND WHITE OAK AND POPLAR—All grades and thicknesses

PLAIN SYCAMORE.
41,900′ 4/4 No. 2 C. & B.

BASSWOOD
27,500′ 4/4 No. 1 C. & B.

CHESTNUT
17,900′ 4/4 1s and 2s
9,600′ 4/4" No. 1 Com.

WALNUT
101,600′ 4/4" No. 1 Com.
35,200′ 5/4" No. 1 Com.
135,700′ 4/4" No. 2 Com.
27,200′ 5/4" No. 2 Com.

HICKORY
16,800′ dry 4/4 No. 1 C. & B.,
9,700′ dry 5/4" No. 2 C. & B.,
16,300′ dry 4/4 No. 2 C. & B.,
12,300′ Com. 6/4" No. 1 & No. 2

MAPLE.
25,200′ 4/4" No. 2 C. & B.
45,600′ 5/4" No. 2 C. & B.
10,500′ 10/4" No. 1 C. & B.
5,200′ 12/4" No. 1 C. & B.

BEECH.
75,000′ 4/4" No. 2 C. & B., 8 feet
100,000′ 6/4" No. 2 C. & B., regular lengths.

ASH.
38,500′ 4/4 No. 1 C. & B.
35,600′ 5/4" No. 1 C. & B.
36,700′ 6/4" No. 1 C. & B.
38,100′ 8/4" No. 1 C. & B.
31,100′ 10/4" No. 1 C. & B.
91,600′ 12/4" No. 1 C. & B.
33,300′ 16/4" No. 1 C. & B.

Norman Lumber Company

Louisville, Ky.

FOR SALE

POPLAR

SAPS AND SELECTS	NO. 1 COM.
4-4 30,000 ft.	4-4 100,000 ft.
5-4 20,000 ft.	5-4 80,000 ft.
6-4 15,000 ft.	
4-4 10 in. and up, 40,000 ft.	3-4 15,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.

LOUISVILLE MILL

QUARTERED WHITE OAK
1 car 4/4" 1s & 2s
1 car 4/4" No. 1 Com.
2 cars 4/4" No. 1 Com. 12" & up
1 car 4/4" No. 2 Com.
1 car 4/4" Cut Stock 2 to 6 in. wide, good sel. Lgths.
2 cars 4/4" Cut Stock 2 to 6 in. wide, 8 to 16'
1 car 4/4" Sel. Stock, 4 to 6 in. wide, 8 to 16'
1 car 4/4" No. 1 Com.
1 car 4/4" Sel. & Btr. 10" & up
1 car 4/4" No. 1 Com. 10" & up

PLAIN RED OAK
1 car 4/4" 1s & 2s
1 car 5/4" 1s & 2s
1 car 4/4" No. 1 Com
1 car 4/4" No. 1 Com
1 car 4/4" No. 1 Com
1 car 4/4" No. 2 Com.

POPLAR
1 car 4/4" 1s & 2s
1 car 4/4" Sel. Stock, 6 to 11"
1 car 4/4" Sel. Stock, 12" & up
1 car 4/4" No. 1 Com.
1 car 4/4" Sel. & Btr.
1 car 4/4" No. 1 Com.

EASTERN KENTUCKY MILL

PLAIN WHITE OAK
1 car 4/4" Select Wormy
1 car 4/4" 1s & 2s
1 car 4/4" No. 1 Com
2 cars 4/4" No. 2 Com

QUARTERED WHITE OAK
1 car 4/4" 1s & 2s
1 car 4/4" No. 1 Com

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—
We are manufacturing kiln dried mahogany and walnut [illegible] at the rate of [illegible] feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which [illegible] how and why you can save time money and trouble—through our dimension stock

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

B, C— (See page —)
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 16)
We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR CO. Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO., Manufacturer, Nashville Everything in lumber **TENNESSEE**

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.,

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C – SPECIAL
5 cars 4/4 1 & 2 & No. 1 Common Red Oak
5 cars 4/4 1 & 2 & No. 1 Common Chestnut
10 cars 4/4 & 8/4 Log Run Sour Gum
ALTON LUMBER CO.
Buckhannon **WEST VIRGINIA**

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)
Band sawn lumber, thick stock and timbers. The texture of our mountain oak is famous. Try it.
VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak
BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

(*See page 46)
C. Crane & Co.
Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, BEAUMONT, TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION, Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

(See page 42)
The Band Mill, Planing Mill and Dry Kiln
of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring
WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)
Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. **W. VA.**

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See pages 44-50)
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, **ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(See page 5)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 20)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 41)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 18)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

No wood is more susceptible to the fuming process than oak, and both red and white oak are suitable for this process.

Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 15)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(See page 10)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 14)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See page 12)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 4/4" Clr. Qtd. Red Oak Strips, 2½-5½"
60,000' 4/4" FAS Qtd. Red Oak, 6" & up
100,000' 5/8" No. 1 Common Poplar
BEDNA YOUNG LUMBER CO.
Greensburg, **INDIANA**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 41)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

B—
Kentucky Lumber Company
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

The Germans use some oak in their airplanes, but it is too heavy and brittle to give much service in that place.

(*See page 48)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 15)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
100,000 ft. 5/4 FAS Plain Red Oak
200,000 ft. 4/4 No. 1 Com. Plain Red Oak
300,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Agricultural Implements

When farmers made their own tools, a few generations ago, they procured the best wood within their reach. They knew the value of good wood, and when they selected it for their own use, they would take nothing that was not the best procurable. In the hardwood region the farmer seldom found it necessary to go beyond the borders of his own land to get what he wanted. He wanted oak beams and oak handles for his plows; ash handles for his rakes, hoes, shovels and pitchforks; locust, persimmon, hickory, or maple teeth for his horserake; dogwood, ash, sourwood, service, hickory for his scythe snath; ash or hickory flail handles and black gum or some other of the gums for flail swapes. When he had made all these tools he was about through with the list. Except the plow and the horserake, tools were seldom made for power other than the elbow grease applied by the farmer himself or his hired man.

Those were the days when farming was done on a small scale. Railroads were not in existence, or at least were few and short. There was no inducement for the farmer to raise more than he could use or sell in his neighborhood. Transportation was slow and expensive, and every farmer looked out for himself the best he could and seldom formed associations with his neighbors for mutual benefit.

To be continued

For Immediate Shipment

QUARTERED RED GUM
Com. & Btr., 4/4
Com. & Btr., 5/4
Com. & Btr., 6/4
Com. & Btr., 8/4

QUARTERED UNSELECTED GUM
Com. & Btr., 4/4
Com. & Btr., 8/4
Com. & Btr., 10/4
Com. & Btr., 12/4

PLAIN RED GUM
Com. & Btr., 4/4

PLAIN SAP GUM
Nos. 1 & 2 Com., 4/4
Nos. 1 & 2 Com., 5/4
Nos. 1 & 2 Com., 6/4

PLAIN WHITE AND RED OAK
Log Run, 4/4

PLAIN RED OAK
FAS, 5/4

ELM
Log Run, 4/4
Log Run, 6/4
Log Run, 8/4
Log Run, 12/4

COTTONWOOD
Nos 1 & 2 Com., 4/4

TUPELO
Nos 1 & 2 Com., 4/4

ASH
No. 1 Com. & Btr., 4/4
No. 1 Com. & Btr., 5/4
No. 1 Com. & Btr., 6/4
No. 1 Com. & Btr., 8/4
No. 1 Com. & Btr., 12/4

The Kraetzer-Cured Lumber Co.

PLAIN RED OAK
135,544' 5/4" FAS
45,551' 6/4" FAS
72,540' 8/4" FAS
12,855' 10/4" Com. & Btr.
198,070' 12/4" Com. & Btr.
362,007' 5/4" Com.
187,897' 6/4" Com.

QUARTERED RED OAK
18,140' 4/4" FAS
16,945' 4/4" No. 1 Com.

ELM
323,032' 8/4" Log Run
120,470' 12/4" Log Run

PLAIN WHITE OAK
43,215' 6/4 FAS
82,045' 8/4" FAS
9,655' 10/4" Com. & Btr.
101,485' 12/4" Com. & Btr.
33,425' 5/4" No. 1 Com.
161,980' 6/4" No. 1 Com.

QUARTERED WHITE OAK
69,180' 4/4" FAS
48,089' 5/4" FAS
75,209' 6/4" FAS
19,780' 8/4" FAS

PLAIN RED GUM
119,059' 5/4" FAS
160,787' 6/4" FAS
242,976' 5/4" No. 1 Com.
269,937' 6/4" No. 1 Com.

QUARTERED RED GUM
117,856' 6/4" FAS
130,000' 8/4" FAS

PLAIN SAP GUM
543,000' 5/4" FAS
201,000' 6/4" Com. & Btr.
445,635' 4/4" No. 1 Com.

QUARTERED SAP GUM
255,387' 6/4" Com & Btr.
241,140' 8/4" Com. & Btr.
254,900' 10/4" Com. & Btr.

GAYOSO LUMBER CO.
BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

WHITE ASH
28,000' FAS 4/4", 6 to 9½" wide, 8 to 16' long, Dry
30,000' FAS 5/4", 6 to 9½" wide, 8 to 16' long, Dry
22,000' FAS 6/4", 6 to 9½" wide, 8 to 16' long, Dry
38,000' FAS 8/4", 6 to 9½" wide, 8 to 16' long, Dry
12,000' FAS 8/4", 6" & up wide, 18 to 20' long, Dry
27,000' FAS 10/4", 6" & up wide, 8 to 16' long, Dry
18,000' FAS 10/4", 12" & up wide, 8 to 16' long, Dry
23,000' FAS 12/4", 6" & up wide, 8 to 16' long, Dry
36,000' FAS 12/4", 12" & up wide, 8 to 16' long, Dry
29,000' FAS 16/4", 6" & up wide, 8 to 16' long, Dry
26,000' FAS 16/4", 12" & up wide, 8 to 16' long, Dry
120,000' No. 1 Com. 4/4", Regular Widths & Lengths, Dry
42,000' No. 1 Com. 5/4", Regular Widths & Lengths, Dry
38,000' No. 1 Com. 6/4". Regular Widths & Lengths, Dry
55,000' No. 1 Com. 8/4", Regular Widths & Lengths, Dry
11,000' No. 1 Com. 10/4", Regular Widths & Lengths, Dry
9,000' No. 1 Com. 12/4", Regular Widths & Lengths, Dry
8,000' No. 1 Com 16/4", Regular Widths & Lengths, Dry
33,000' No. 2 Com. 6/4", Regular Widths & Lengths, Dry

DUDLEY LUMBER CO., Inc.

All Stock Regular Length and Thoroughly Air Dried

QUARTERED WHITE OAK
11,150' FAS, 1/2" 10" & up
29,520' FAS, 3/4" 10" & up
30,000' FAS, 1/4" 6" & up
12,320' FAS, 1/2" 6" & up
100,000' FAS, 3/4" 8" & up
98,000' No. 1 Com., 1/4"
193,000' No. 1 Com., 3/8"
18,300' No. 1 Com., 1/2"
195,000' No. 1 Com., 3/4"
51,500' No. 1 Com., 3/4" 8" & up
43,800' No. 2 Com., 3/8"
121,730' No. 2 Com., 3/4"

QUARTERED WHITE OAK STRIPS
30,000' FAS 1" 1½"
53,000' FAS, 5"-5½"

PLAIN WHITE OAK
27,000' No. 1 Com., 3/4"
58,340' No. 2 Com., 1/2"
143,335' No. 2 Com., 3/4"

PLAIN RED OAK
150,000' FAS, 5/8", under 14'
200,000' No. 1 Com., 5/8"

RED GUM
14,000' No. 1 Com., 4/4" Otd. Fig.
13,200' No. 1 Com., 4/4", Pl. Fig.
123,000' FAS, 4/4" Pl. Wood Qtd.
197,000' FAS, 4/4" Pl. Wood Qtd
369,000' FAS, 4/4", Pl.
474,000' No. 1 Com., 4/4", Pl.
46,750' 5/8", 13" to 17"

QUARTERED SAP GUM
76,870' FAS, 6/4"
77,220' FAS, 8/4"
53,955' FAS, 10/4"

SAP GUM
390,000' FAS, 4/4"
2,475' FAS, 5/4"
12,000' FAS, 6/4"
983,000' No. 1 Com., 4/4"
500,000' No. 2 Com., 4/4"
53,100' No. 2 Com., Black, 4/4"

R. J. DARNELL, Inc.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
15,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS, 6-12"
50,000' 4/4" FAS, 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.

PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.

QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.

PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.

PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.

ASH
30,000' 5/4" No. 1 C. & Btr.
30,000' 5/4" No. 3 C.

MISCELLANEOUS
30,000' 6/4" Log Run Pecan.
40,000' 12/4" Log Run Maple.
30,000' 4/4" Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.
Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

Regular lengths and widths

QUARTERED WHITE OAK
No. 2 Com. & Bet., 4/4, 8 mos. dry.

PLAIN WHITE OAK
No. 1 Com. 4/4, 8 mos. dry.

PLAIN RED OAK
No. 1 Com. 4/4, 8 mos. dry.

Crenshaw-Gary Lumber Co.

QUARTERED WHITE OAK
12,000' FAS, ⅝"
12,000' FAS, 1"
17,000' No. 1 Com., ⅝"
25,000' No. 1 Com., 1"
48,000' Clr. Strips, S. N. D., 1x2½ to 3½"
9,000' Clr. Strips, S. N. D., 1x4 & 4½"

QUARTERED RED OAK
22,000' FAS, 1"

PLAIN RED OAK
59,000' FAS, 1"
24,000' FAS, 1¼"
60,000' No. 1 Com., 1"
12,000' No. 1 Com., 1¼"
70,000' No. 3 Com., -"

ELM
50,000' Log Run, 1"
63,000' Log Run, 2"
15,000' Log Run, 3"
85,000' Log Run, 4"
25,000' No. 3 Com., 1"

QUARTERED BLACK GUM
60,000' No. 1 Com. & Bet., 1"

PLAIN BLACK GUM
20,000' Log Run, 1"

MAPLE
100,000' Log Run, 4"

QUARTERED RED GUM
74,000' FAS, 1"
38,000' No. 1 Com., 1"

PLAIN RED GUM
15,000' FAS, 1"
35,000' No. 1 Com., 1"
13,000' No. 1 Com., 1¼"

PLAIN SAP GUM
15,000' FAS, 1"
20,000' FAS, 1¼"
36,000' No. 1 Com., 1¼"

CYPRESS
150,000' Shop, 1"
72,000' Shop, 1¼"
85,000' Shop, 1½"
80,000' Shop, 2"
80,000' Pecky, 1"

Stimson Veneer & Lbr. Co.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel

RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No. 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
85,000' 5/4" 1s & 2s, Plain
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No 1 Com., Qtd.
33,000' 12/4" Qtd.

OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
86,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

MEMPHIS

QTD WHITE OAK
24,000' FAS 4/4"
1[illegible]' Sel Com 4/4" & up
PL WHITE OAK
12,000' FAS, 4/4"
130,000' No. 1 Com., 4/4"
[illegible]' FAS, 6/4"
45,000' No. 1 Com., 6/4"
[illegible]' No. 2 Com., 6/4"
14,000' FAS, 11/4"
PL RED OAK
16,000' FAS, 4/4"
26,000' No. 1 Com., 4/4"
30,000' No. 2 Com., 4/4"
100,000' No. 3 Com., 4/4"
30,000' Sound Wormy, 4/4"
14,000' FAS, 5/4"
15,000' No. 1 Com., 5/4"
15,000' No. 2 Com., 5/4"
15,000' FAS, 6/4"
18,000' No. 1 Com., 6/4"
12,000' No. 2 Com., 6/4"

QTD RED GUM
85,000' FAS, 8/4", sap no defect
120,000' No. 1 C. & B., sap no defect
85,000' FAS, 8/4"
172,000' No. 1 Com., 8/4"
PL RED GUM
14,000' FAS, 4/4"
15,000' No. 1 Com., 4/4"
[illegible]' FAS, 5/4"
9,000' No. 1 Com., 5/4"
18,000' FAS, 6/4"
40,000' No. 1 Com., 6/4"
SAP GUM
15,000' Box boards, 4 1/2" wide
16,000' Box boards, 4/4", narrow
350,000' No. 1 Com., 4/4"
60,000' No. 2 Com., 4/4"
20,000' FAS, 5/4"
250,000' No. 1 Com., 5/4"
40,000' No. 2 Com., 5/4"
190,000' FAS, 6/4"
560,000' No. 1 Com., 6/4"

BROWN & HACKNEY, Inc.

PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS. 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS. 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.

PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No 1 C.
25,000' 5/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

GEO. C. BROWN & CO.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"

SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½".
Rift Sawn No Defect
78,000' No. 1 Com & Btr., 2".
Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3".
Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. B., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"

35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No 1 Com 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

QUARTERED RED OAK
8,000 ft. 1s & 2s 4/4"
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".

[illegible] ft. 1s & 2s 4/4".
[illegible] ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
[illegible] ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS, 1"
75,000' No. 1 C., 1"
35,000' No. 2 C., 1"
30,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"
PLAIN WHITE OAK
20,000' FAS, 1"
50,000' No. 1 C., 1"
50,000' No. 2 C., 1"
15,000' FAS, 5/4"
15,000' No. 2 C., 5/4"
QUARTERED WHITE OAK
30,000' FAS, 1"
75,000' No. 1 C., 1"
18,000' No. 2 C., 1"
12,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
QUARTERED RED GUM
35,000' No. 1 C. & B., 6/4", sap no defect
75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS, 2"
20,000' No. 1 C., 2"
PLAIN RED GUM
38,000' FAS, 1"
28,000' FAS, 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS, 6/4"
30,000' No. 1 C., 6/4"
18,000' FAS, 2"
40,000' No. 1 C., 2"
SAP GUM
50,000' FAS, 1"
60,000' FAS, 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
75,000' FAS, 6/4"
75,000' No. 1 C., 6/4"

Coulson Lumber Co., Inc.

QUARTERED WHITE OAK
50,000' 1/4" FAS
100,000' 1/2" FAS
30,000' 3/4" FAS
60,000' 1 1" Clear Strips
700,000' 1/4" No. 1 Com.
140,000' 3/8" No. 1 Com.
50,000' 5/8" No. 1 Com
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170,000' 1/2" No. 1 Com.
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350,000' 1/4" No. 2 Com.
PLAIN RED OAK
150,000' 3/8" FAS
170,000' 1/2" FAS
250,000' 5/8" FAS
200,000' 1 1" FAS

120,000' 1 2" No. 1 Com
200,000' 1 1" No. 1 Com
300,000' 1 2" No. 2 Com
30,000' 4/4" No. 2 Com.
15,000' 3/4" Coffin Oak
31,000' 4/4" Coffin Oak
PLAIN RED GUM
150,000' 1 1" FAS
10,000' 5 1" FAS
35,000' 6/4" FAS
50,000' 8 1" No. 1 Com
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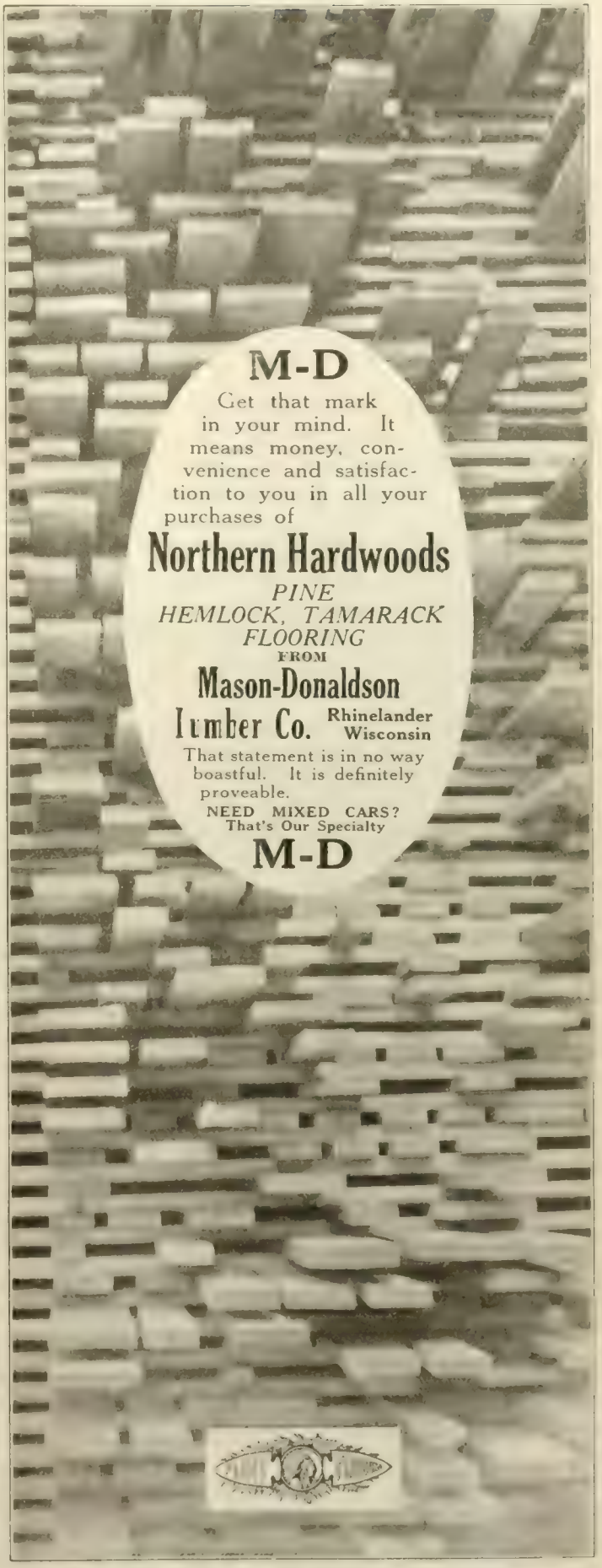

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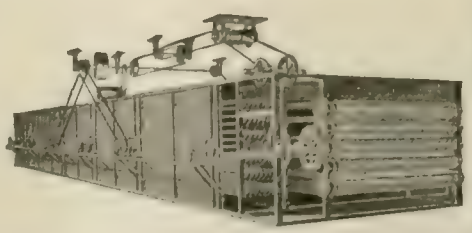

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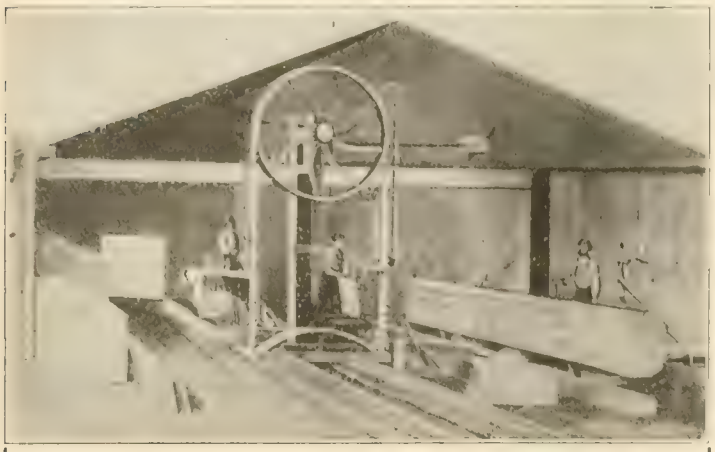

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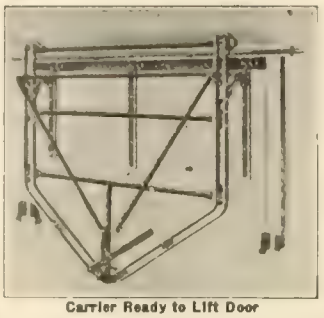
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Hardwood Record

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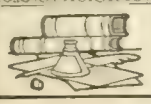


Review and Outlook

General Market Conditions

THERE IS A MEAN POINT between war business and commercial business that is being approached, and the hardwood trade in the process of nearing that point brings out many conflicting and confusing indications which render it extremely hard for anyone to come to a clean-cut analysis of the market situation. When that point of balance has arrived it will be possible to at least approximately determine the probable course of events for the duration of war. Fortunately, the balance between supply and demand is still the market barometer. Thus, by analyzing such evidence of the condition of each it is possible to come to a pretty fair understanding of what the true outlook is.

So far as hardwoods are concerned, supply continues to be inadequate. It must be understood, of course, that in speaking of supply the entire stock of hardwoods and not the stock in any one wood is in mind. If other things had not influenced supply, the physical limitations imposed upon manufacturers would have been sufficient in themeslves to hold production below consuming figures. This publication has during recent months repeatedly pointed to influences making for greater and greater difficulty in manufacturing. The effect of these retarding conditions has never diminished, and in fact promises now to increase. For instance, in the South the alluring possibilities of the cotton field as awakened by last year's profits from cotton will soon be pulling labor away from the mills and other industries to the plantations. In addition, the wet season of the South will soon strike again into its annihilating course and manufacturing activity will have this additional burden. These are but extraordinary impediments which promise in a region already alarmingly short of labor and discouragingly short of shipping facilities.

It is stated that in the Memphis district the January production was not more than twenty-five per cent of normal capacity. Of course, the burden of never-before-heard-of climatic conditions was in itself largely responsible for that curtailment of output, but on the other hand the conditions which are mostly responsible still obtain, with the promise of becoming even more burdensome. It is plainly evident that by no possible chance can southern hardwood production be kept up to a point sufficient to take care of war requirements and at the same time show more than adequate stocks for commercial purposes.

Northern manufacturers are handicapped mainly by consistent labor troubles, which include not only shortage of labor but a startling decrease in labor efficiency. Manufacturers in the North have gone the limit in making prospective work at the sawmills and the log camps as alluring as possible, but it seems that the greater the inducements offered the more difficult it becomes to secure and hold sufficient labor to keep operations going. In this section the definite promise is that with the growing use of northern production in government work, there is decreasing chance of having full supplies of hardwoods to handle commercial needs.

If no other evidence of scarcity of stocks and prospects for continued scarcity were obtainable, the fact that prices in practically every item are continuing to hold up and show further advances would be enough in itself.

The lumber trade as a general thing is anticipating the movement of great quantities of lumber into building during the coming months. Of course, the building situation as it exists at present is generally understood to be very far from normal. It is not likely either that building commonly done on municipal permits will get back to anywhere near the point of normal activity. However, not only is there a growing movement in behalf of building resumption, but there seems to be an awakening realization that provision for more housing facilities comes, at present, under the head of necessities rather than luxuries or speculation. Obviously speculative or unnecessary building should and will be held down rigidly, but the population of large and small cities and towns is growing rapidly, due to many causes, chief of which is the vast increase in manufacturing, necessitating centralizing movement of labor and other help. The result is that in practically all centers of population, supply of housing facilities is way below the necessities of present demand.

But the biggest hope lies in farming communities. Arguments that farmers will spend millions for new construction just as soon as weather permits seem to be well supported. Such general agitation along building lines in agricultural circles is not necessarily of a spontaneous nature, but comes rather as a culmination of several years of increasing realization by the farmer that isolation does not necessarily compel him to live without necessities, comforts and luxuries. With his closer communion with circles beyond his own, the farmer has come gradually to realize the advantages of such things and he and his family have become educated to the point where they have made definite plans in that direction. They have been biding their time in anticipation of having financial resources to put their plans into effect. No one will argue that the farmer is not now well taken care of financially, and the result without doubt is going to be that he will not only go a long ways in repairing present structures but in many places he will replace them with new or will add entirely new construction as he finds it necessary or gives promise of convenience to him. The expenditure is not going to stop there, however, but will go to the point where he will make a substantial outlay for luxuries or at least for con-

veniences and things which he might possibly do without. He is not only going to buy these luxuries but he is going to use them.

Along these lines consider the statement occurring elsewhere in this issue showing the tendency of demand for pianos in Canada. The large part of this demand is from farming communities. The Canadian analysis shows that the oak case has been the thing during the past year and will so continue during the present year, the reason being that oak can be finished so that under the more rigorous uses to which it will be subjected in the farmer's home and in the home of labor it will not mar so readily as would the darker woods finished with higher polish.

Then consider that the walnut and mahogany people are actively engaged in co-operation with the government to the end that all government needs may be adequately taken care of. The biggest obstacle in the way of this patriotic accomplishment has been the necessary production of great quantities of commercial stuff as a necessary incident to the production of stock in these woods suitable for government needs. With government co-operation, the mahogany and walnut manufacturers can go ahead on government requirements without facing the necessity of piling up a large amount of other stock that manufacturing necessities would result in and having to dispose of this stock regardless of markets or demand. In other words, with government protection in this direction, the mahogany and walnut people can meet government needs and at the same time avoid disaster in handling commercial stock incidentally manufactured. Thus there will be no tendency to force the market on these goods. The result is that the markets will continue strong and there will not be a tendency to press the farming and laboring trade with goods which they might not otherwise buy. These markets will be allowed to shape their own natural courses, and as the tendency in rural and laboring circles points toward oak and other domestic woods, the opportunities for oak, particularly in these directions, seem rather assured.

A Boost for Oak

THERE HAS NEVER BEEN a truer or more striking indication of the carrying power involved in the basic merits of oak than found in the editorial in the Canadian Music Trades Journal, a leading musical publication of Canada. As showing the strong position of oak and its favorable prospect, the editorial is distinctly encouraging.

It refers first to the tremendous increase in oak cases for pianos in the Canadian trade last year, emphasizing that very few houses were prepared for the demand, and the call for this class of goods could not be met. The suggestion is that with the prosperity in farming and laboring circles, the piano is becoming more and more a necessary part of the home equipment in families within that sphere. Under such circumstances the piano becomes a component part of the living room furnishings, and so must be finished to withstand more wear and tear than it would be subjected to as a drawing-room or music room accessory. Hence oak cases, which obviously would mar less easily than the more highly polished cases in darker woods seemed to be the logical thing and the demand naturally centered around oak.

The point of the editorial is that the piano trade should mould public opinion or at least be in position to meet public demand. It suggests that as the indication is for continued call for oak cases, the piano manufacturers feature oak cases in their exhibits at the national exhibition to be held in Toronto shortly. This would set the stamp of public approval upon oak cases for the guidance of the public.

The editorial says: "If it is desirable for the trade that oak cases be in demand, then it is up to the trade to exploit them in every legitimate way and not wait for the public to develop its own taste unaided."

Aside from the fact that this editorial indicates a definite popular sympathy for oak in an important market, it suggests that the oak people may themselves have overlooked a bet in not going after this trade more strongly themselves. It would seem that it is not yet too late to follow up the advantage of initial sympathy for oak, thus making more headway in further increasing the demand for oak piano cases in the Canadian territories. As the family circle in this country is essentially the same as in Canada, the oak people would have the same opportunity for stimulating the sale of oak in piano cases here as in the Canadian markets.

Have they overlooked something in not following up the appeal of serviceability where service counts most, or is such a campaign already a part of the exploitation program?

Building Propaganda Should Be Co-Ordinated

THE LUMBER TRADE has a splendid opportunity to profit by its mistakes of the past. The principal reason why substitutes gained such inroads on lumber is that while there is tremendous potential influence within the lumber trade, this influence was scattered through numerous organizations and was not brought to bear at one point of contact.

Obviously resumption of building is vitally necessary in this country. It is equally apparent that no general resumption of building construction can come without sympathy at Washington with such activity. It is necessary to show Washington that resumption of building is desirable in order to enlist such sympathy, and Washington cannot be shown unless the facts in the case are presented without confusing or complicating circumstances.

Present efforts to revive building are rather scattered. The lumber trade, being most vitally interested, should take upon itself the coördination of efforts toward resumption of building and should make a united appeal to the government to show that renewal of building is desirable from the standpoint not merely of the people having building materials to sell but of the country as a whole.

The National Association of Builders' Exchanges is making an effort in that direction which should be sympathetically received by the lumber and building trades in all other sections having the advancement of the industry at heart.

Talking Instead of Sawing Wood

THE RUSSIANS ARE TOO BUSY talking politics and robbing one another to do much else. Work has practically ceased from center to circumference of that dominion of anarchy. Ordinarily that would not much concern the American lumberman. Little he cares how much the Russians talk or how little they work; but under present peculiar circumstances the situation possesses some interest to American lumber exporters.

Heretofore, northern Russia has carried on a large business in lumber which found a market in England and in most countries of western Europe. That business is now stone dead. The mills are idle, and doubtless many of them have been burned by the very men who formerly made their living by working there. Since they have found "liberty," they never intend to work any more, and they never expect to need the mills.

The people of western Europe who were supplied from that source must hereafter look elsewhere. The war will end soon, and end right, and there will be a call for lumber. We ought to get most of that business. When the submarines shall be piled in Neptune's scrap heap, as they soon will be, and when no more soldiers are to be transported over seas, there will be plenty of ships to carry our trade wherever the market calls, and we will have the lumber ready to ship.

Of course, the Russians will not go on talking, burning property, and jumping one another's land forever. Ultimately, they will return to work, and the lumbermen will get back to the woods; but our lumbermen's opportunity will come between now and that future time. In the meantime we may not only take for ourselves the lumber business which the Russian anarchists threw away, but we can help people in western Europe who will be in urgent need of lumber to meet their needs.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

Hardwood purchases for the army airplanes are reported to have been put in charge of H. K. S. Williams of H. Williams & Sons of New York. One of Mr. Williams' first official acts was to issue a call upon hardwood men for cherry lumber for airplane propellors. He wants it 8" wide and 8' long.

Lieut. E. L. Ryerson, who has held a supervisory position here in connection with hardwood matters under the Signal Corps, has moved with various officials to Cleveland, where army airplane contracts will be handled.

Airplane propellor contracts have been received by the Bailey and Maddox table companies, Jamestown, N. Y.; Hallet & Davis and Hardman & Peck piano companies, Boston and New York, respectively, and the Pacific Sash & Door Company, Los Angeles, Cal.

According to B. P. Salmon of the National Service Bureau of the Wholesale Sash and Door Association, that industry is prepared to take on airplane contracts. It is very much up in the air just now on account of rumors that the production of glass is to be cut in half and the price doubled.

Furniture factories are making a lot of bodies for army wagons and trucks and doing other government war contract work to cost $10,000,000 or more.

The Signal Corps has modified its specifications for airplane propeller birch lumber. They now provide for National Hardwood Lumber Association inspection, if desired by the producer, and certification of voucher by National inspectors to obtain payment. They also provide that preference shall be given quarter-sawed lumber of selected first and second grade material. Each board must yield one or more laminations, and the waste in each board of the lower grade shall not exceed one-third of the surface measure of the piece.

Under revised paragraph 6 a provision reads "shall not exceed one in 20". In paragraph 8 the provision that more than one lamination may be cut from a board is stricken out. Under paragraph 13 the word "lumber" is struck out in both cases and "lamination" substituted.

A change of great practical importance, it is understood, occurs in paragraph 19, where the following words are stricken out: "less than carload shipments shall be boxed in paper lined crates well protected from the weather."

Yellow poplar in thicknesses from 1½" to 4" is wanted by the British government for airplane construction, according to an intimation received by the Southern Hardwood Emergency Bureau, while the National Hardwood War Service Bureau has been informed that the French aviation officers are experimenting with cypress lumber as airplane material. Rumor in lumber circles here is that all suitable mahogany in the United States may be commandeered by the war department for airplanes.

It is understood that the basswood lumbermen want detailed information as to the quantity of 2½" stock required for army saddletrees, so as to cut accordingly this season.

Relatively small orders for sash and doors have recently been received by the National Service Bureau of the Wholesale Sash and Door Association from the cantonment division of the War Department. A number of southern sash and door manufacturers and millwork firms have organized the Southern Millwork Manufacturers' Emergency Bureau of which Lee Herrell of this city, with offices in the Evans building, is manager. William M. Otis, Columbia, S. C.; P. F. Conway, Danville, Va.; M. E. Dyess, Augusta, Ga.; C. B. Harman, Augusta, Ga., and J. E. Parker, Snow Lumber Co., High Point, N. C., compose the managing committee. This bureau reports business good with the government and with private contractors.

It is reported that during the past week the Southern Pine Association put over some 15,000,000 feet of government lumber orders, including half of the 2,250,000 feet for a new aviation camp at West Point, Miss., and that it expects to land 17,000,000 feet for the government powder factory at Nashville, Tenn.; that the Georgia-Florida Emergency Bureau is closing up about 10,000,000 feet of government orders, for army construction work in Porto Rico, army cantonments, etc., including 2,250,000 feet for the Americus, Ga., aviation camp; and that the Alabama-Mississippi Bureau got half of the West Point aviation order, besides smaller orders, and expects to share in the Nashville powder plant orders.

Cantonment construction work now under order includes nurses' quarters, hay sheds, and liberty theatres at those camps not yet so equipped. Twelve of these theatres will be built, each 120 by 60 feet.

The postoffice department has entered the field of competition for airplanes. It wants five constructed to carry mail from Washington to New York.

J. H. Bloedel of Seattle has been appointed fir administrator to supervise the production of all fir lumber needed by the shipping board and the Signal Corps. Col. B. P. Disque is practically spruce administrator in the Northwest.

The Navy Department is calling for 48,000 feet of white ash; 500 tamarack knees; 160,000 feet Douglas fir; 25,000 feet sugar pine; 2,000 feet laurel; 9,500 feet white oak; 24,000 feet bending white oak; a number of lots of yellow pine and cypress; 10,000 feet hard maple flooring; 2,000 feet ash boards; 7,000 feet yellow poplar.

E. D. Fletcher and Kenneth Clark have been designated by the Forest Service to gather information at the Madison laboratory as to strength and other qualities of eastern spruce, and to investigate spruce stands in the East and South, with a view to turning up new sources of supply of airplane material for the United States and the allies.

Orders placed with the Southern Pine Bureau in a recent week are reported to have aggregated 19,000,000 feet. The bureau has received an order for 12,000,000 feet longleaf yellow pine timber, etc., from the British government, which material will be released by the shipping board at the rate of 1,000,000 feet per week.

Twenty million feet of lumber is being ordered for the Charleston, W. Va., government powder factory.

Big government construction operations are proposed in the general deficiency appropriation bill, including five government office buildings in the parks here for the war forces of the nation. These will cost $8,000,000. Five million is proposed for housing government employees here, and Representative Sherley of Kentucky has recommended the building of several concrete hotels containing 1,500 rooms each for the female government clerks.

The house has passed in changed form the senate bill providing $50,000,000 for housing under the shipping board and it will soon act favorably upon another $50,000,000 bill to start a comprehensive housing program by the government at shipbuilding and munition towns.

Government building operations are extending even beyond the country. In Porto Rico a cantonment for troops is being built and in San Salvador, Central America, $60,000 is to be spent for building a concrete legation quarters.

Gen. I. W. Littell, chief of the cantonment division, war department, told the senate investigating committee the cantonment contractors averaged 2 or 3 per cent profit.

Secretary of the Treasury McAdoo is asking for $4,000,000 for a building on the site of the old Arlington hotel to accommodate several bureaus of his department.

Quartermaster General Goethals recommended and there was put into the deficiency bill authorization for a chain of great army storehouses and warehouses at coast and interior points. Quartermaster buildings of this kind will cost, it is estimated, $25,000,000 at Bush Terminals, Brooklyn, N. Y.; $23,000,000 at Norfolk, Va.; $13,200,000 at Charleston, S. C.; $9,820,000 at Baltimore; $12,000,000 at Philadelphia; $10,700,000 at Boston; $50,000,000 at interior points; $2,000,000 at Governor's Island, N. Y.; $4,600,000 at Newark, N. J.; besides provision for 1,000,000 of storage space for the army medical corps at New York, Philadelphia, Chicago, St. Louis, San Francisco, Louisville, Washington, Watertown, San Antonio, and Atlanta; also ordnance storage depots and warehouses at Newport News, Charleston, Baltimore, Chicago, Philadelphia, Cleveland, Springfield, Ill., and Massachusetts; Watertown, Boston, San Francisco, Rock Island, Paterson; also signal corps storage at Dayton, Cincinnati, Buffalo and Mineola.

S. M. Vauclain has been appointed by McAdoo as chairman of a committee to recommend standard types of freight cars, some of which will be approved by J. S. Williams, head of the railroad administration department of finance and purchases, and contracted for in large numbers, probably at lower prices than special orders require. Other members of the committee are W. H. Wooden, J. M. Hansen, N. S. Reader and Olive Runnels.

All imports and exports of wood and wood manufactures have been put under license subject to control by the war trade board by a recent proclamation by President Wilson. Heretofore only exports of walnut, birch and several other hardwood and spruce and certain sizes of yellow pine lumber have required license for export, and there was no license requirement for import of lumber.

Lumber in large quantities will be required for constructing the concrete shipping program upon which the shipping board is embarking. Contracts for four or five concrete ships have been let and the board has experts working on standardized plans for a 3,500-ton concrete ship. Many concrete ships will be built when a satisfactory type is found.

F. L. Sanford of Zona, La., was here recently and invited James Heyworth, chief of the wooden and concrete ship division of the fleet corporation, to attend the launching of a 5,000 ton wooden ship at Orange, Tex., built of smaller timbers than required by the government wooden ship of the Ferris type.

Logging in Memphis Territory

The movement of logs to Memphis is still quite slow despite the fact that the Yazoo & Mississippi Valley road has within the past ten days made two separate and distinct agreements with the lumbermen regarding furnishing cars, as follows:

First: That it would furnish switching service twenty-four hours every day if the lumbermen would agree to unload log cars day or night, including Sundays. This was a purely local proposition.

Second: That it would furnish 100 cars per day for log handling if lumbermen at Memphis and at other points on the road would unload log cars both day and night, including Sunday.

Lumber interests have carried out their part of the agreement faithfully but the railroad has apparently been unable to do its part, with the result that there is a notable scarcity of cars for Memphis and for other points.

The Valley Log Loading Company reports that it loaded 292 cars of logs during the week ending February 16, the best showing it has made in a similar period since last fall. It reports, however, that it loaded only two cars the first day the next week and that on the second day it was necessary to cut out one of its loading machines because there were not enough flat cars to engage all three of them. Thus the situation appears to be worse rather than better although the most brilliant promise has been made within the past few days.

Some manufacturers here are running their plants about half time. A few are running theirs a little more fully but there are others not getting in more than two days out of a week. Thus the average output is rather below than above 50 per cent.

Lumber manufacturers are emphasizing several points with all the ability of which they are capable. They are calling attention to the fact that logs are beginning to deteriorate because of the long time they have lain on the rights of way of the railroads. They are stressing the fact that flood conditions are practically certain, with resultant damage to and possible loss of great quantities of logs. They are emphasizing that the time is rapidly approaching when insect damage must be reckoned with. But they are, above and beyond all, calling attention repeatedly to the fact that the government needs, directly or indirectly, hundreds of millions of feet of hardwood lumber and timbers in the successful prosecution of the war. But the handling of logs to the mills by the public carriers continues slow and this phase of the transportation problem seems, like Tennyson's "Brook" to run on forever.

It transpired several days ago that 41 firms in Memphis and the valley territory have 20,000,000 feet of timber on the right of way of the Yazoo & Mississippi Valley road and it is conservatively estimated that there are some 25,000,000 to 30,000,000 owned by all firms in the delta.

Weather conditions are quite unfavorable for timber cutting and hauling. High temperatures have followed the recent opposite extreme. Snow and ice have disappeared, but terrifically heavy rains have fallen throughout this section recently. But lumber manufacturers continue to manifest far more concern about getting the timber moved which they have already prepared for shipment than about preparing more timber for delivery to the right of way of the railroads.

River mills are faring much better now. The stage of the Mississippi and its tributaries has made it possible for them to put their boats, barges and other craft in operation. As a result a number of mills here and in the valley, which were unable to operate for quite a while because of lack of log supplies incident to the tying up of their transportation facilities, first by low water and then by ice floes, have been able to start up their machinery within the past ten days.

The firms which control their own roads and equipment for handling log supplies occupy a position in marked contrast with their competitors dependent on the public carriers. The former are getting all the logs they want and are, as a rule, operating their plants at capacity. Unfortunately, however, they are in a minority.

The outbound movement of lumber is increasing appreciably. F. B. Larson, assistant secretary of the Southern Hardwood Traffic Association, reports that the Illinois Central has canceled its "holdback" orders and that it is accepting lumber shipments to all northern points on its lines, including Chicago and Chicago junction points. He further states that the Michigan Central is accepting lumber shipments for all points on its lines in the United States and Canada and that the Erie is accepting lumber cargoes for all points on its lines west of Port Jervis, N. Y. This means that lumber is now being shipped into a considerable portion of eastern trunk line territory, which has been largely closed for a number of weeks. "It looks as if the congestion of freight were beginning to be cleared up," is the way Mr. Larson views the situation at this time.

Memphis Censures Vehicle Makers

Adopts Resolution Charging Unfair Practices in Purchase of Thick Oak for Government Work

The overshadowing feature of the semi-monthly meeting of the Lumbermen's Club of Memphis at the Hotel Gayoso, February 16, was the adoption by this organization of resolutions, prepared and approved in advance by manufacturers of hardwood lumber in the valley states, charging the manufacturers of wagons, vehicles and wheels for the government with endeavoring "to combine in the purchase of the lumber required in their manufacture through an organization called the 'Vehicle Committee,'" and condemning "the action of this vehicle committee in endeavoring to arbitrarily fix the price on our products," and further especially condemning "their action in interfering with contracts already placed by vehicle manufacturers and demanding the cancelation of such contracts."

The entire resolutions, which tell their own story, are given herewith:

WHEREAS, The United States Government has placed orders for large amount of wagons, vehicles and wheels for the purpose of carrying out its war program; and

WHEREAS, In the construction of these supplies large quantities of hardwood lumber are required; and

WHEREAS, The manufacturers of these vehicles and parts have endeavored to combine in the purchase of the lumber required in their manufacture through an organization called the "Vehicle Committee"; and

WHEREAS, We believe this vehicle committee is endeavoring arbitrarily to fix the price on such lumber without regard to the cost at which such material was figured in the price of their finished products to the government, and have in various ways interfered with contracts between the producers of such lumber and certain manufacturers holding some of these government orders; now therefore, be it

RESOLVED, By the Lumbermen's Club of Memphis,

First: That we pledge ourselves, jointly and severally, to do all within our power to produce and supply such material as may be required by our government, either directly or indirectly, in the present emergency; and

Second: That we condemn the action of the vehicle committee in endeavoring arbitrarily to fix the price on our products, and, further, we especially condemn their action in interfering with contracts already placed by vehicle manufacturers with producers of hardwood lumber, and demanding the cancelation of such contracts.

This action on the part of the club brings to the surface a subject which has occupied the attention of hardwood lumber interests here for the past three weeks or more, but which has been discussed in an undertone for fear of premature publicity.

It had its beginning with the cancelation, at the alleged instigation of the vehicle committee, of a contract which involved a tremendous quantity of thick oak which was to be furnished by hardwood manufacturers in Memphis and the valley territory. The name of the firm having this contract and all details in connection therewith are not yet ready for disclosure beyond the fact that the contract for this lumber was actually canceled. There is almost certain to be a rather interesting aftermath to this cancelation, but nothing can be given out for publication in regard thereto until the interests in question have determined upon their course of action.

The cancelation of this contract for hardwood lumber occurred some time ago and this cancelation was really responsible for the efforts of hardwood interests in this and other parts of the country to get together with the vehicle committee, representing manufacturers of wagons, vehicles and wheels for the government. Readers of the HARDWOOD RECORD are doubtless familiar with the conferences held in Chicago in which J. W. McClure, chairman of the local committee, co-operating with the Southern Hardwood Emergency Bureau, and other prominent lumbermen from this territory and from other parts of the country, participated. James E. Stark of Memphis made the first trip to Chicago and the larger conferences followed. Mr. McClure and other Memphis lumbermen returned to Memphis several weeks ago and the former made a statement to the local members of the club regarding the outcome of these interchanges. He said in effect that nothing had been accomplished and that it looked as if the lumbermen and the vehicle manufacturers were further apart at the end than at the beginning of the conferences.

The lumbermen, by way of adjusting the controversy as to prices, made two separate and distinct propositions to the vehicle interests: First: That they were willing to allow the federal trade commission at Washington to determine what were fair and equitable prices on the thick oak needed, and second: That they were willing to accept for their thick oak the prices allowed the vehicle manufacturers by the government to cover the cost of such stock.

Both of these propositions were turned down, and, in connection with the second, it is charged that the vehicle committee even refused to disclose what price the government had allowed to cover the cost of thick oak.

It is also charged that the vehicle interests were attempting to buy thick oak at prices some $15 per thousand below the current market thereon.

In view of the fact that the conferences in question did not produce results, and in view of the fact that the cancellation of the contracts for lumber made with certain manufacturers in this part of the country still stood, lumber interests believed that the time had come for definite action. There was a meeting in Memphis of representative lumbermen from Memphis and the valley territory on February 15, at which the subject was gone over thoroughly and at which the resolutions adopted by the club were prepared and approved.

The lumbermen here clearly do not believe that the vehicle committee is playing fair, and they strongly resent the alleged interference of this committee not only with respect to fixing prices on an arbitrary basis, but also with respect to causing the cancellation of orders for hardwood lumber, which had been made by a firm which is engaged in the filling of government contracts for vehicles or for vehicle parts. They further believe that the time has come for a show-down, and they have made theirs by instituting these charges and by pledging their willingness to do all within their power, jontly and severally, "to produce and supply such material as may be required by our government, either directly or indirectly, in the present emergency."

The correspondent of HARDWOOD RECORD knows the name of the firm which has cancelled contracts for lumber from hardwood manufacturers in this territory, but neither its identity nor its location may be disclosed at this time. Indications are, however, that both may be known at an early date, as lumber interests are determined to bring issues to a head with as little delay as possible.

The club also unanimously approved the following resolutions submitted for a referendum vote by the Chamber of Commerce of the United States:

WHEREAS, The size of Germany's present armament and her militarist attitude have been due to the fact that her government is a military autocracy, not responsible to the German people; and

WHEREAS, The size of the German armament after the war will be the measure of the greatness of the armament forced on all nations; and

WHEREAS, Careful analysis of economic conditions shows that the size of Germany's future armament will fundamentally depend on her after-war receipts of raw materials and profits from her foreign trade; and

WHEREAS, In our opinion, the American people for the purpose of preventing an excessive armament will surely enter into an economic combination against Germany if governmental conditions in Germany make it necessary for self defense; and

WHEREAS, We believe the American people will not join in discrimination against Germany after the war if the danger of excessive armament has been removed by the fact that the German government has in reality become a responsible instrument controlled by the German people; therefore be it

RESOLVED, That the Chamber of Commerce of the United States earnestly call attention of the business men of Germany to these conditions and urge them also to study this situation and to co-operate to the end that a disastrous economic war may be averted and that a lasting peace may be made certain.

On motion of Earl Palmer, the club, by unanimous vote, placed J. V. Stimson of the J. V. Stimson Hardwood Company in nomination as the candidate of this organization for the presidency of the National Hardwood Lumber Association. Mr. Palmer said that, while Mr. Stimson was present, the latter did not know that this action was to be taken. Mr. Stimson responded briefly, saying that, while he had not sought this or any other office, he very much appreciated the compliment and would do his best to show his appreciation of the honor done him.

President McSweyn announced that, at a conference held during the afternoon between representatives of the Southern Hardwood Traffic Association and Superintendent A. H. Egan of the Yazoo & Mississippi Valley road, the latter had agreed that, if lumbermen at Memphis and elsewhere throughout the valley territory would unload log cars day or night without any delay whatever, the road would furnish 100 cars per day for handling logs to the mills. This conference was an aftermath to that held about a week ago when the lumbermen agreed to unload cars night and day, and when the management of the road in question agreed, in turn, to furnish switching service 24 hours every day. The results were not what were expected, so the above conference was held. Reports showed that 41 manufacturing firms had 20,000,000 feet of logs on the right of way of the Yazoo & Mississippi Valley road awaiting loading, and Mr. McSweyn stated that the new arrangement would increase log receipts by about 200 cars per week over the more recent average.

Four new members were elected, as follows:, bringing the total to 1895: T. S. Taylor, Taylor Brothers, Lunsford, Ark.; J. H. Schlosser, Forrest City Box Company, Forrest City, Ark.; B. McMullen, McMullen & Powell, Chicago, and T. C. Thorn, Forest Products Chemical Company, Memphis. One new application was filed.

J. H. Hines, chairman of the law and insurance committee, called attention of the members to the fact that it had been necessary, since September 8 last, for the seller to place revenue stamps to the extent of $1 per $1,000 for the entire amount involved in land transactions, without regard to cash or deferred payments, and urged them to look closely into whether or not this law had been complied with, since failure to comply therewith seriously affected titles to such lands.

The house committee requested that members report the quantity of lumber bought or sold through the exchange boards maintained in the rooms of the club in order that it might be ascertained whether or not this service is worth while.

There were eighty-three members present at this meeting, making it one of the most largely attended, for a regular luncheon, in the history of this organization. President J. F. McSweyn occupied the chair.

The Sawdust Trail

Inasmuch as some critic, competitor, or even friend may accuse us of plagiarism in using Billy Sunday's well known route to heaven at his meetings, the writer wishes to go on record and state that he used this heading twenty-eight years ago when he first visited the Southland, and claims priority patent.

While in New York recently I had a visit with C. S. Powell of the Powell Lumber Company with offices in the Wilson building, and operating a custom planing mill at Portsmouth, Va. He has been operating this plant for several years and it certainly has been beneficial not only to the Powell company in handling its export trade, but to others who ship through the port of Norfolk. The company has an electrically equipped planing mill and recently added a new band resaw and is equipped to take care of a good bunch of stuff every day. It is of the opinion that after the war the export trade will be much greater than ever before in history and so is prepared to do a large custom business as well as assist other manufacturers in furnishing the European market with exactly what it wants. Powell, in speaking of the change in conditions said, "Naturally, as we are able to increase our merchant marine and get a greater number of boats routed all over the world, each line of trade should get busy, and right now, to ascertain what routes will be available, and to plan to handle this trade. They must also consider the new basis of rates, free time, new terms of sale, and other methods that will be employed. The scarcity of money after this war will be such that America has to figure on taking care of a lot of this business by loaning money, and every export organization, whether in effect now or otherwise, should keep this in mind. Both the railroads and the shipping companies will minimize the free times and make other changes that will necessitate yards at the seaboard, not depending on daily delivery through carload shipments that may be on demurrage or come in the day after the ship is loaded.

S. E. Slaymaker of New York is not taking his usual winter vacation in Florida owing to the recent death of his mother at Sunberry, Pa., and also on account of the activities of the various lines in which he is concerned. He is in the best of health, and looks forward to a good demand for spruce, hemlock and hardwoods from the West Virginia mill, said R. U. Schaefer, manager of the hardwood department.

An operator likened the New York port to a bottle neck, and said he believed there was not over sixty per cent movement, and while the number of cars under demurrage on eastern tracks was being reduced, yet it was almost a miracle that a car is released and put on ship board in some of the big ship yards or munition plants in the East.

Geo. F. Harriman of the Emery Company, commenting on the various values of stock said the purchase of Central American mahogany by the government had also loosened up the receipts of cedar, but had not reduced the value of the logs in the New York market. The facts are that cedar logs are at a premium and it looks as though they will continue so notwithstanding the fact that there is always a certain percentage of cedar that comes out of the same logging operations as mahogany, and if the government is successful in increasing the receipts of mahogany from South America, it will no doubt assist the cedar situation. On account of the short labor supply, the high freight rates, and everything incident to getting out the logs, the value of cedar is probably 100 per cent higher than it has been in his time.

F. C. Leary, sales manager of the I. T. Williams & Sons Company, one of the aggressive Chicagoans in the East who has made good, in speaking of business said that the government's use of airplane stock had certainly reached that point where the mahogany manufacturers had to be called in to help work out the problem, and that Uncle Sam was just about to commandeer the whole proposition, and put on his own boats in order to get enough lumber to cover his needs. This would naturally produce the amount of stock needed for furniture and the interior trades. He was very much interested in the plan suggested by HARDWOOD RECORD that a serial story be run illustrating the various kinds of mahogany and their utilization for particular purposes, and concurring in this suggestion, the serial story will start in an early issue of the paper, taking up the four classes of mahogany, viz.: Central American, African, Mexican and West Indian. It not only will be beneficial

to the whole mahogany trade, but will be suggestive to the consumers.

R. S. Huddleson of the Huddleson Marsh Mahogany Company in speaking of the difficulties that have made trouble in the past for mahogany importers, mentioned the investment of vast sums of money advanced to logging contractors in the tropics and wherever mahogany grows, and the desirability of checking the contracts and the investments in this field, as, if not carefully watched, some smart logger will have enough money in his own bank to eat up all the profits out of five years' business.

In commenting on the experiences of the past he felt it was a crime that the mahogany operators had not been in closer touch with each other and a more harmonious spirit shown, for many a dollar had been lost because of the inability to keep a close enough tab on costs and other matters connected with the business.

F. L. Hagen, manager of the domestic lumber department of the I. T. Williams & Sons Company, stated that orders were plentiful enough, but there was difficulty in getting stock from the mills and forests which makes it almost impossible to keep up stock, and the trials of the wholesaler and consumer from a delivery standpoint were almost beyond human ability to help things along. However, the taking over of the railroads by the government may assist the situation. Of course while it is necessary to assist the government in every way possible—and no business man desires to prevent this effort—still the commercial interests of the country need more assistance from the railroads than they have had for the two years.

Andrew T. Knox of the L. E. Moore Stave Company, 11 Broadway, New York, was a busy young man last year endeavoring to get into the shipping room lumber and staves which had been contracted for previously. A. T. says that the embargoes have almost ruined most people. "We keep cars coming in from all sections all the time, and some that were supposed to be delivered last fall have not arrived yet. The demurrage rule, calling for a penalty of $5 per day over the regular time, runs up into money, but often you can afford to pay the high price of lighterage and relieve yourself of the increased cost of demurrage."

W. K. Knox, president of the company recently returned to New York from a two weeks' trip to the offices and mills at New Orleans, Greenville, Mobile, Savannah, and other southern operations.

C. R. Mengel and J. C. Wickliff of the C. C. Mengel & Bro. Company at Louisville, have spent several weeks in the East in connection with association work in the mahogany trade. Like other operators, they are very much enthused over the co-operative efforts being worked out between mahogany operators and the government. Speaking of the consumption of mahogany lumber, Mr. Mengel stated that the increased needs of the government would probably make it troublesome to take care of the various demands from a domestic standpoint, but the operators are going to do their best to give industries using mahogany the best service possible and they are co-operating with each other to that end.

Charles Dudley of the Dudley Lumber Company, Memphis, dropped into Chicago last week enroute to the North. He was in his happiest frame of mind, and even though it was almost impossible to handle material during the past few weeks, his company had made some very good shipments, and given the government priority on most of its material.

Geo. F. Kerns of the Geo. F. Kerns Lumber Company, Chicago, in talking about shipments of hardwoods, remarked recently that on his desk that day were invoices and bills of lading for twenty cars of material. The embargoes made it very hard to carry out even government orders, notwithstanding the fact that he has material on the yard, and to get a car, have it loaded, start it moving seven miles a day, and then have it mixed up with an embargo, certainly made delivery a trying proposition for every man in the business.

Payson Smith of the Payson Smith Lumber Company, Minneapolis, who attended the Indiana meeting, certainly demonstrated that he is a spell-binder as an orator, and his renewal of old acquaintances made a happy event of his life in attending the meeting. He said the firm was very active, and everything was all set to fill an order, the real problem being making deliveries.

R. M. Carrier of Sardis, Miss., accompanied by Mrs. Carrier, and Lew Doster of Atkins' fame, spent a couple of weeks during January and February with his father, Cash Carrier who is building a railroad in Florida. Believe me all the parties concerned had a jolly good time. The ex-hemlock manufacturer of Buffalo, Florida timberland owner and railroad builder, made things so happy for the visitors that they wanted to spend the winter. Lew said it was not orders that he wanted so much, yet he had to have them as much as he appreciated the visit, and a broken arm could not keep him from talking saws or acting the part. Carrier attended the hardwood manufacturers' meeting, and reports a good volume of orders, but the same old scarcity of equipment for delivery. E. H. D.

Change in Food Administration

The campaign to conserve food is nationwide, and the people have responded with splendid spirit. An important change in the manner of carrying on the campaign is forecast in the Weekly Bulletin of February 9. This bulletin represents the press section of the U. S. Food Administration. It is there pointed out that the tendency is to decentralize the work. It is passing from the general government to the different states as rapidly as they organize and make ready to handle the work. Each state will handle food matters within its own borders, subject only to general supervision by the government. Each state is expected to organize its counties.

"On With Business"

The Hardwood Manufacturers' Association of the United States does well to reproduce in its February 18 bulletin a letter it received from R. H. Sexton of the "Build a House Exposition," Grand Central Palace, New York City. The letter has to do with the importance of sustained national production and contains its own best explanation. The letter, which occupies the front page of the bulletin, follows:

New York, February 1, 1918.

Hardwood Manufacturers' Association of U. S., Cincinnati, O.

Gentlemen: In these strenuous times we all recognize that the chief business of the nation is war, and so first of all let our slogan be "On with the War." Now, while the limelight of publicity is pointing in the direction of the men responsible to the government for the efficient and vigorous prosecution of the war, and they are speeding up the movement, those of us not engaged in more important duties should lend our efforts in behalf of our country and ourselves in the speeding up of business.

We should not let the difficulties of war, transportation, coal, labor, high cost of living, or any other excuse, stay the hand of business. Now that our boys are at the front, there is more reason than ever that those of us at home should provide the means of supporting them. This cannot be done by standing idly by or holding tight. We must move, create and conserve.

In England and Canada they have a slogan "Business as Usual." Everywhere one can see this sign on the factories and shop windows. "Business as Usual" undoubtedly serves its purposes as a cheerful placid slogan, but it does not fit in with the aggressive policy of America. "On With Business" more nearly expresses the energy and aggressiveness in keeping with the spirit of the country.

In vigorously attacking this problem of business, we should produce necessities and suspense with luxuries. We should remember that the housing, feeding and clothing of our people must go on to enable us to provide the sinews of war. Production and conservation should be kept constantly in mind. War must go on, but business must inevitably continue, and it is our patriotic duty to support both.

Chambers of Commerce, Boards of Trade, industrial organizations, newspapers, magazines, motion picture houses everywhere should get behind this movement. Pulpits should resound with the slogan "On With Business." Let us attack the problem with energy. Get rid of apathy! It is not excuses, but results that count.

Will you not do your bit by spreading this gospel, and in this manner hearten the boys at the front and those of us at home whose livelihood and existence depend on the continuation of business? R. H. SEXTON.

Figured Gum Passes Final Test

THE O. K. Houck Piano Company has met with great success in the FIGURED GUM piano it has had on exhibition for some time.

Several other houses are now making sample cases in FIGURED RED GUM. The Edison phonographs are now shown in this wood. Its use in many other internationally known products has brought public recognition.

The trade would buy YOUR product in FIGURED RED GUM.

We are able to help greatly in your choice of material for sample lines as we are the largest producers; as we keep on hand a stock of logs for filling exceptional orders; as our warehouse contains one million feet of FIGURED RED GUM, sawed and sliced, in all thicknesses.

Our standing as the leading producer bears testimony to the correctness of our methods and equipment, and of the quality of our timber

"A trial will prove our usefulness; Buy of us and get it for less"

NICKEY BROTHERS

Incorporated

MEMPHIS, TENNESSEE

BUY FROM THE BIGGEST PRODUCER

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Mahogany as a Veneer Wood

Sources of the Supply and the Qualities and Amounts Procured

F THE QUANTITY of veneer produced from various woods is taken as a basis for comparison, mahogany falls below a number of other woods manufactured in the United States. At least nine woods or groups of woods yield veneers in larger quantity. These nine, named in the order of their relative importance, are red gum, yellow pine, maple, cottonwood, yellow poplar, white oak, birch, tupelo, and elm. But, foot for foot, mahogany is more valuable than any of them.

Veneer is of two kinds, considered from the manner of manufacture. One class or kind is rotary cut; the other class is produced by sawing or slicing. All veneers, no matter of what wood they are made, belong in one or the other of these classes, and in that respect mahogany veneer is like all others. The two classes of mahogany veneers are nearly equal in quantity, but apparently the rotary cut slightly exceeds the other kind, but there are no very recent figures showing exact quantities of the two kinds. About 49 per cent of the total output is sawed or sliced, and 51 per cent rotary cut.

Prevailing Thicknesses

Most mahogany veneers are thin. The wood is too valuable for thick stock where thinner will do. That which is rotary cut is mostly reduced to thicknesses of 1/16, 1/20, and 1/30 inch, the relative quantities running in the order here given. The sliced stock is generally a little thinner than the rotary cut, and the relative quantity of each thickness is in the order here named: 1/30, 1/28, 1/16, and 1/20 inch. Mahogany is not manufactured in as many thicknesses as some other woods; for instance, it is made in only about half as many as red gum.

Most of the mahogany veneer manufactured in this country is produced in the five states, Illinois, New York, Michigan, Kentucky and Indiana. The quantity of production in each of those states is in the order named.

Rather more than half of the mahogany brought to this country is reduced to veneer; the remainder is sawed into lumber. Though a given amount of wood will go farther as veneer, yet the demand for lumber is very strong. A single business block in Chicago used 800,000 feet of one-inch mahogany for interior finish. That is said to be the largest quantity of mahogany ever used in a single building in the world, though the quantity wasted and used in a public building in the island of Haiti must have been nearly as great.

Sources of Mahogany

Some mahogany once grew in southern Florida, and an occasional small tree is still cut there; but the users of this wood in the United States depend wholly upon imports from foreign countries. The two principal sources of supply are tropical America and West Africa.

All botanists are a unit in saying that no true mahogany grows in Africa. If a strictly scientific definition is insisted on, the botanists are doubtless right, for they arrive at their decisions by examining leaves, flowers, and fruit. But to say that the wood coming from Africa is not mahogany is a good deal like splitting hairs to find differences. There are several kinds or qualities of so-called mahoganies in Africa; and there are also several kinds or qualities in America; and between these varieties there are differences which the ordinary observer can detect by sight alone; there are other differences which the wood-working machines will detect; there are differences in weight—as much as fifty per cent, or more; and there are differences in the minute structure of the woods which a microscope reveals but which the unaided eye cannot detect.

Holding all of these differences in mind, it can be said that, for all practical purposes, some of the African mahoganies can hold their place with any others. The leaves, flowers, and fruit may vary from those of the American species, but the wood will stand up to any practical test that a user may insist on.

The African mahoganies grow near the western coast of that continent, both north and south of the equator. All the trees which are marketed as mahogany in that region are not of the same species. It is not necessary to listen to the disputes of botanists on the subject, for any observer can see that there is as much difference between the woods of the several so-called African mahoganies as there is between the woods of the several kinds of pine in the United States. For that reason, a custom has developed among dealers in African mahogany to designate each kind by naming the region where it grows. That accounts for so many geographical names for African mahogany. Dealers who are familiar with the mahogany business can judge fairly well of a wood's quality from the region where it grew.

Some of the woods now passing as mahogany are clearly something else, and no dealer buys or sells them as mahogany; yet some of them are valuable woods. Among the names of places used in designating African mahogany, the most important are Gaboon, Okume, Coco Beach, Cape Lopez, Lagos, Bathurst, Axim, Grand Bassam, and Assinee. These are names of districts where mahogany grows, or the names of localities on the coast whence shipments are made. The names mean nothing to a person unacquainted with the African mahogany trade; but they mean a great deal to those acquainted with that business.

American Mahogany

Botanists are satisfied that true mahogany grows in

tropical America, and users are satisfied that the wood is genuine mahogany; so there is no dispute. But there are different kinds, classes, or grades of American mahogany. Some botanists insist that there are actually two different species of it, the same as there are different species of oak in this country. That is probably true, but at any rate, there are different qualities of genuine mahogany, and to some extent they depend upon regions of growth. There are Cuban, Santo Domingo, Honduras, and Balize mahoganies. These may all be one and the same species, and the differences may be due to climate and situation, such as altitude on mountains, wet or dry soil, exposure to winds, frequency and abundance of rains, absence or presence of winter frost, and other conditions. Experience has shown that the very finest mahogany comes from certain localities, while the same species growing in another region is not quite so fine. Dealers in this country often advertise that their stock is Cuban, or Honduras, or Panama mahogany. They do this because of the well known fact that those regions produce very fine wood.

The regions which produce mahogany are well known, but their exact boundaries are not always clearly defined. The northern limit of this tree's growth is in southern Florida. Seventy-five years ago considerable quantities of it were cut there. West of south Florida, on the western side of the Gulf, the tree appears on the Mexican coast, and it continues down the coast along southern Mexico, Central America, Panama, and along the northern coast of South America. The tree extends inland from a few miles to a few hundred, and ascends mountains to heights where winter cold sets a barrier against its further extension. The tree is found now, or was once found, in practically all of the larger islands of the West Indies, but particularly in Cuba and Santo Domingo. These two large islands have furnished as fine mahogany as the world ever saw; but their supply is nearly exhausted now.

Valuable Qualities

Many qualities contribute to mahogany's value, but the chief are figure and color. Others are strength, hardness, and weight. It is a strong wood, though several in the United States are stronger. Some people judge a wood's quality and value by its weight, and mahogany meets that test well. Hardness enables a wood to take and retain a fine finish, and in this mahogany is excellent. It is worthy of mention that some of the English dealers in early times discouraged the use of mahogany, because of its hardness and the difficulty of cutting it; but with modern machines and tools that objection has no weight.

Some people suppose that the presence or absence of annual growth rings proves whether or not a wood is genuine mahogany. The rings furnish no such proof. Some mahogany shows clearly-defined rings of growth, other exhibits not the trace of a ring, yet both may be true mahogany and first class wood. The presence or absence of rings depends upon the climate of the place where the tree grows. If the winter is too cold for trees to do any growing, the wood will show growth rings, as is the case in Florida and in most of the mahogany region of Mexico; but if the trees grow the year round, as in warm regions of the torrid zone, there will be no visible rings of growth.

The figures of mahogany are delicate, artistic, and pleasing; they display none of the boldness of the figures of oak and ash; none of the sharp contrasts of Douglas fir and yellow pine; none of the variety of tones seen in walnut. Usually it is mahogany's color rather than its figure that constitutes its value, though the two are often intimately associated, particularly in sliced veneers.

Mahogany has some defects, but not many, and most of these few are due to accident and are not inherent in the wood. Logs that have been floated in brackish waters in warm countries may be bored by teredoes, limnoria, and other boring insects; but this injury is not common; and some logs, particularly from Africa, may have cross-breaks, a defect of growth which usually escapes notice until the log is in process of converting into lumber or veneer; but this defect is not common. Some mahogany has a grain known as "woolly wood." When cut with a knife or saw, the surface of the wood develops a fuzz which is troublesome to the polisher. Trees of that kind are rare.

When the bad and the good qualities of mahogany are compared, it is found that the bad are few and the good many. It is a wood that knows few changes of fashion. It has held its place during two hundred years against all comers and all rivals; and it is a remarkable fact that the price has not changed much during two hundred years. There is scarcely another commodity in the world's commerce that has fluctuated so little as mahogany in supply, demand, and price. As a standard of value, it stands side by side with gold, so far as its use extends.

Ode to a Cat

Tom-Fuzzy-tail-Me-row, Tom,
When we were first acquaint,
I had bootjacks by the dozen, Tom,
But now you know I haint.

I threw them all to bust your head
But missed, I will allow;
And that is where my bootjacks went;
Not one is left me now.

Tom-Fuzzy-tail-Me-row, Tom,
Your tenor tones are high
At midnight's holy, solemn hour
Beneath the starry sky.
The bootjacks failed to land, Tom,
Upon your classic brow;
For, otherwise, your blasted throat
Would not be trilling now.

H. M.

Nearly all imported woods may be occasionally made into veneer, but those of real importance are mahogany, Spanish cedar, Circassian walnut, satinwood, rosewood and ebony.

HUDDLESTON-MARSH
MAHOGANY COMPANY

Importers and Manufacturers of
MAHOGANY
Lumber and Veneer

2256 LUMBER STREET
Chicago, Illinois

33 WEST 42nd STREET
New York City, N.Y.

Prospective Uses of Minor Tree Species

A Promising Field for the Manufacturer of Various Small Commodities

THERE are many hardwoods in the United States which are known only locally and some of them are scarcely known at all. Some of these possess great beauty of grain and color, and are suitable for a number of minor purposes, and they will doubtless be put to use in the future in a number of ways. Perhaps the manufacturers of veneers and novelties will be the chief agents in providing these woods in form to be put to use, though the general veneer industry, as it is now organized, cannot become much interested in converting these somewhat rare woods into thin slices. Generally, the trees constituting this potential resource are too small for the rotary machine, or even for the ordinary veneer saw or slicer, and for that reason, if much development is even made along this line, it will call for special saws and knives to handle the small logs.

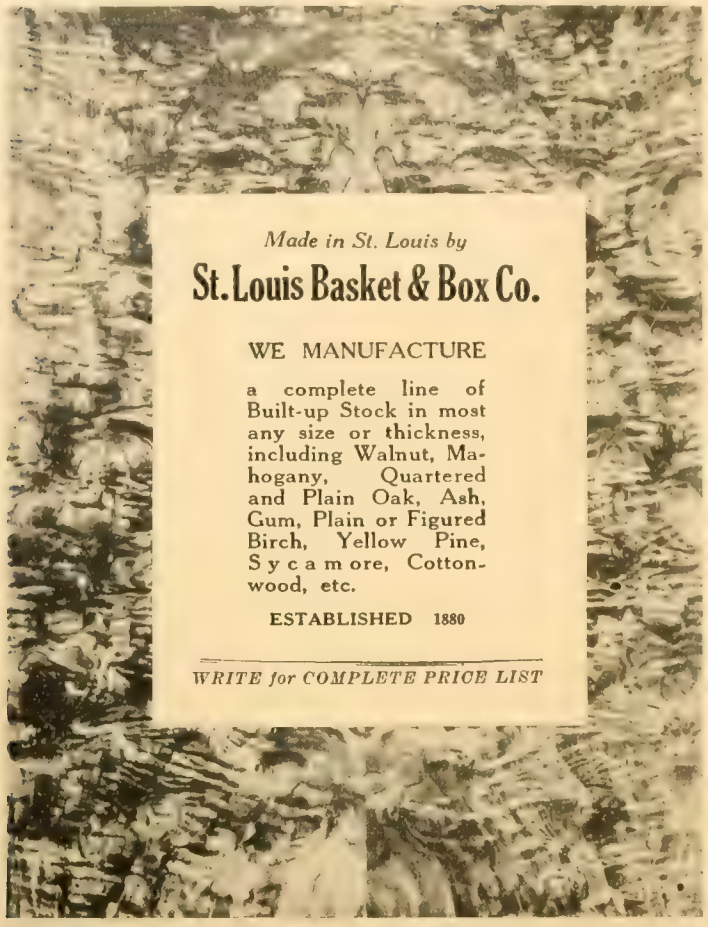
The hardwoods to which reference is here made are commonly classed as minor species, because they have never had much commercial importance. They are scattered all over the country, but the most numerous and most valuable are found in the southern part of the United States from the Mexican boundary to Florida. Of the hundred or more minor species in that region, thirty or forty ought to be worth attention on account of the finely colored and figured woods. They are not much in the market now, and have never been; but there are possibilities for the future. The woods are suitable for many small articles for which markets already exist; but these articles are now generally made from imported woods, such as boxwood, cocobola, corra, ebony, furze, malacca, partridge, rosewood, satinwood, weitzel, and others.

It is not claimed that American forests have substitutes for all the finely-colored and extra hard imported woods; but there are substitutes for some of them, and the number of satisfactory substitutes cannot be determined offhand. Trials and experiments must be made; but many such experiments have been made on a small scale, with good results.

Some Promising Hardwoods

Florida and Texas have more of these promising minor species than any other two states, but some are found on the Pacific coast, some among the Rocky Mountains and in the plateau region, and others are scattered widely.

Mesquite is abundant and has never been much used in fine work. Trunks are small and short, but the wood compares in color favorably with mahogany, and in grain it bears some resemblance to the heartwood of birch.



There is no account that it has ever been converted into veneer, and it is so hard that it would severely tax a machine to cut it. It has been cut into lumber of which handsome furniture has been made, and also many small articles in local demand.

Texan ebony, which is not a true ebony, has grain and color similar to mesquite, but the supply is less abundant. Huisache is similar to Texan ebony, and is a Texas product. These woods have been made into crossties, which are almost everlasting because of their hardness and immunity to decay. They are fit for higher utilization.

Three other Texas woods, all rather scarce in tree sizes, but all possessing wood of great hardness and rare beauty, are catclaw, devilsclaw, and koeberlinia. If these are to be cut in veneer, the strips must be small, and their use must, on that account, be restricted; but no woods in the world are more beautiful if the choice grains are selected and matched.

There is a bluewood in Texas, generally known as brazil wood or logwood, that possesses a rare, clear color that is extremely attractive when the wood is highly polished, though rough specimens would likely be passed unnoticed. It is not abundant, but is to be had now and then by ranchers who cut it for fence posts and fuel.

Florida has some finely-colored woods, but large quantities are not found in any one locality. Jamaica dogwood is one such. It is reputed to be so poisonous that its bruised leaves are fatal to fish if the leaves are thrown into the streams, but that detracts nothing from the beauty of the polished wood, which is dark, hard, and heavy.

The mastic tree grows in Florida and has possibilities. The wood is brightly colored and might find many uses but not where large sizes are required. Lancewood is a product of Florida and its value is due to its strength rather than to beauty of color. It cannot be had in large amounts there.

People have never been inclined to give mulberry wood its due. Some of it is occasionally met with in lumber yards, but nobody ever pays much attention to it but treats it as ash or elm or whatever it happens to be piled with. Yet, the color and grain of mulberry are as attractive as many of the foreign woods brought to this country and sold at high price. There are no large stands of mulberry, but trees are scattered over nearly half of the United States and the available quantity of this wood is considerable. Furniture made of mulberry would compare favorably with that made of cherry, though cherry is not a figured wood and mulberry is.

Another finely colored wood which has never received the attention it deserves is swamp bay, a tree of the laurel family, growing in the southeastern part of the United States. It is rather scarce in size large enough for sawing, but the color is rich and the polished wood presents a fine appearance.

Two trees of the rose family deserve consideration with the finest of the minor species. They grow west of the Rocky Mountains, and are never large, and are

BLACK WALNUT

Ready for Immediate Shipment

First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
30 M ft. 4/4
Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
F.A.S. 6″ & wider, 8′ & longer

No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

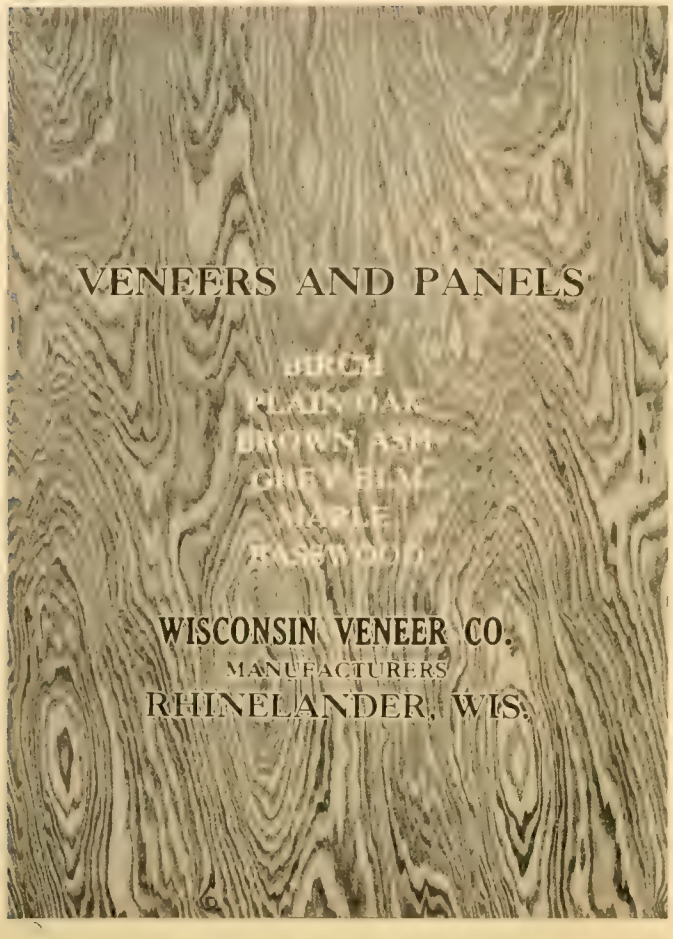
On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

ST. LOUIS, MISSOURI

Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.



seldom abundant in any locality. They are known respectively as mountain mahogany, valley mahogany, long-tailed mahogany (referring to the shape of the flowers), and featherwood (referring to the figure of the wood).

Other trees of the western part of the country with richly colored wood, akin to huckleberry, are the madronas and the manzanitas. Supplies are pretty abundant in some regions, and occasionally trees of large size are met with.

One of the most finely figured woods of this country, so far as contrast of colors go, is sumac. It is seldom found with trunks large enough to be worked with profit, but very handsome veneers may be cut from trunks from six to ten inches in diameter.

List of Uses

A complete list of uses to which these woods have been or might be put is impracticable, but the following are some of the actual uses which some of these woods have met, and the list might be enlarged and doubtless will be when fuller utilization, both in veneers and novelties, has been worked out: Piano actions, canes, umbrella handles, whip stocks, caster wheels, mallets, steering wheels, knife handles, rulers, scientific instruments, yard sticks, brush backs, parquetry, knobs, small musical in- of small woodenware, souvenirs, and novelties.

Veneer Plant Burns

The plant of the Strong Veneer Company at Gerry, N. Y., was burned on February 17 with loss of $30,000; partly insured. The cause of the fire is unknown. The factory was the leading industry of the town and gave employment to fifty men. It was a three-story frame structure and was totally destroyed, together with machinery and stock. The owners will rebuild.

Challenge to Veneer Furniture

The makers of furniture with veneered panels have confidence in the standing qualities of their product, but it may not be definitely known just how much it will stand in the way of tropical climate. A recent report by H. E. Everley, special government trade agent in Colombia, South America, challenges the sufficiency of veneered furniture to stand the climate of that country, and advises shippers in this country not to ship such furniture to that region.

This is a challenge which, it may be taken for granted, will not be let pass without proof. Possibly veneered furniture cannot stand Colombia's climate, but possibly it can; and if it can, there is no reason why manufacturers of such furniture in the United States should abandon efforts to do business in Colombia, on the say so of a trade agent who may be mistaken in what he says.

There are different kinds and qualities of veneered furniture. The poorer kind may fail in a tropical climate, while the best may stand up under the severest tests. Much will depend on the quality of the glue and the efficiency of the method of putting it on. If the glue holds, there is no apparent reason why veneered work should not give service as good as is given by solid wood in similar situations. A good many lugubrious warnings regarding furniture have come out of Colombia and northern South America, first and last. At one time shippers were warned against sending wooden articles of any sort, because white ants would eat them up for breakfast the first morning after arrival. Now the warning is modified a little and the ban is put on veneered furniture only, leaving the presumption that solid furniture will be all right. Nothing is now said about white ants, but it is the climate that is the bugbear.

Maybe these prophets of evil know what they are talking about and maybe they are guessing. At any rate, the man who has reason to believe that he can sell furniture in that region, either solid wood or veneer, should not be scared out before he has made some independent investigations to see what the situation is. If the people there are willing to buy wooden furniture, they should be given a chance to buy it. They are better judges of what will and what will not stand the climate than is the traveler who makes a stay so short that it does not give him an opportunity to become thoroughly acquainted with the situation.

No practical limit to the thinness of veneer has ever been reached. Some claim to have cut it only one-thousandth of an inch thick. Sheets of that thinness are a mere gauze, and perhaps a coarse-grained wood like oak or ash could not be cut so thin, because such a sheet would fall apart and become mere dust. For practical purposes, Spanish cedar is cut in thinner sheets than any other wood, though doubtless there are others which can be reduced to equal thinness.

The veneer maker is one of the most successful wood conservationists, because he wastes so little in the form of sawdust; but this comment does not apply to the sawed veneer.

Nurserymen are large users of veneer as a substitute for paper in wrapping trees and plants for shipment. Water has little effect on veneer, but it speedily ruins paper. In many instances the use of veneer wrapping dispenses with the need of shipping boxes, for the strong wooden sheets protect the stock against bruises and breakage, and it also hinders evaporation from the wet mass employed as packing material.

The Mechanic's Call Has Come

The Shipyards Need the Services of a Quarter of a Million Workers

THE COUNTRY'S CALL has gone out to mechanics to volunteer in the army of shipbuilders that will bridge the Atlantic with vessels and carry the war into the enemy's country. The government has the material, the yards, the machinery, and the money to build 6,000,000 tons of ships a year, and it is calling for workmen to help do the work. A quarter of a million men are wanted, and the call has come to every man who can help. The work in a shipyard is so diversified that every person can be of assistance who can do any kind of carpentering, any kind of metal working, electrical work, wiring, foundry, painting, plumbing. In fact, almost every class of mechanic is wanted.

THE MAN OF THE HOUR

The Germans have insolently proclaimed that America could not build ships in sufficient numbers to have any effect on the war. These false prophets of the kaiser are in for a rude awakening. It is not the first time they have missed their calculations in this war, and they will miss it again, as they will find out when the string of ships crossing the Atlantic from our shores to Europe shall be so closely packed that the lookouts on the masts will never be out of sight of other ships from one side of the sea to the other.

That is what is going to happen, and you, if you are handy with any kind of tools, are wanted to help do this great work and put the final crimp in Germany.

Those who are actually at work in the ship yards will be exempt from the draft. Instead of going to the trenches, they will do their fighting with hammers and saws, and every blow will go to the mark as quickly and as surely as if it were a bullet fired from a front trench. The workers with tools will back up the soldiers with machine guns.

It is urged, therefore, that mechanics go at once to the nearest enrollment agent of the United States Public Service Reserve of the Labor Department, or to the local enrollment agent of his State Council of Defense, and register themselves as willing to work in the shipyards if needed; then to retain their present positions until called personally for service.

The wages are good, the hours eight a day, and conditions under which the work will be done are as good as circumstances will allow, and vastly better than the soldier expects at the front. In fact, this volunteer army of shipbuilders must render the soldier's condition better by making it possible to keep him supplied with food, clothes, medicine, arms, and ammunition. In this war, all must stand shoulder to shoulder and help, whether wielding a bayonet at the front or a riveting machine in our ship yards.

Men who volunteer for the ship work will be called as needed and will be assigned to the particular work that they are best qualified to do. Each man will be employed in the line which he best understands.

It is believed that we now have half a million fighters in Europe. There will be two million there in due time, if the kaiser and Hindenburg do not bump the ceiling in the meantime. That enormous army needs supplies in vast quantities, and all depends on ships. We shall get the ships, the supplies shall go across, and the war will be won by the patriot in the shop and shipyard as well as by the patriot who touches off the cannon that will speed the kaiser's troops on their homeward hike.

The mechanics who can help build ships should not delay offering their services, for now is the time. The sooner we can put every ounce of our strength into the blow, the quicker it will all be over. It is reported that the southern pine mills are turning out a million feet of ship timber a day, and the western mills and the northern mills are producing at a speed that was never heard of in the past. The Atlantic will be bridged with ships, and the call has gone forth for help. When Nelson's fleet sailed against the enemy's line at Trafalgar, the admiral's masthead displayed the short and simple reminder: "England expects every man to do his duty." That was sufficient, and victory was complete before the sun went down. A similar call has gone out to the Americans now, and there is no question what the response will be, and that the final result will be like that at Trafalgar. But the response to be most effective must be prompt, for a day lost now means many days and possibly lives lost in the future.

They Are Fighting For YOU

FELLOW Lumbermen from the United States and Canada are in the Trenches of France *now* doing their utmost to protect *you* and *yours.* Hundreds more are going. *It is up to you* to let them know you appreciate what they are doing.

They need tobacco and comforts, you can surely share with them what you are getting in abundance. *Cheer them up* and let them know the lumber industry is behind them by *subscribing today—now* to

The Lumberman's Soldier's Comforts Fund

In charge of the Concatenated Order of Hoo-Hoo. If you know of *any lumbermen* who have joined the ranks of the American or Canadian army or navy send their names and address to

E. D. TENNANT
1218 WRIGHT BLDG., ST. LOUIS

We want to get in touch with them.

FILL OUT AND MAIL TODAY

E. D. TENNANT, 1218 Wright Building, St. Louis, Mo. .....191.....

Dear Sir:

Enclosed find Check, Money Order or Currency for $....., covering my subscription to the "Lumberman's Soldier's Comforts Fund."

Monthly subscriptions are solicited. If you prefer to subscribe a certain amount per month, fill in below.

I hereby agree to subscribe $..... per month for one year from date, or for duration of war, payable on the first day of every month, commencing .....191.....

Signature .....

Address .....

.....

Make Checks payable to E. D. Tennant, Treasurer.

Manufacturers Appoint Committees

As an aftermath of the meeting of the executive committee of the American Hardwood Manufacturers' Association, held at Memphis recently, the organization has been further perfected by the appointment of the standing committees which are to look after various phases of the work of this body.

The association plans to make a drive for a large and representative membership and to this end the executive committee has selected a membership committee of unusual proportions with a view to having one member thereon in each section of the country covered by this body. This membership committee is composed of the following:

W. A. Ransom, Grayoso Lumber Company, Memphis, chairman; T. M. Brown, W. P. Brown & Sons Lumber Company, Louisville, Ky.; G. H. Holloway, Utley-Holloway Company, Chicago; C. H. Murphy, Saline River Lumber Company, Pine Bluff, Ark.; Ralph May, May Brothers, Memphis; W. D. Brewer, Brewer Neustadt Lumber Company, Miltonberg, Ia.; Frank F. Fee, Fee-Crayton Hardwood Lumber Company, Dermott, Ark.; F. L. Gregory, Bliss-Cook Oak Company, Blissville, Ark.; Chester F. Korn, Triangle Lumber Company, Cincinnati; R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.; J. F. McSweyn, Memphis Band Mill Company, Memphis, McEwen Ransom, John R. Ransom & Co., Nashville, Tenn.; W. C. Bonner, J. H. Bonner & Sons, Memphis; S. M. Nickey, Green River Lumber Company, Memphis; H. J. Ingram, Stout Lumber Company, Thornton, Ark.

It is likewise planned to have the offices of all the associations in Memphis—the American Hardwood Manufacturers, the Southern Alluvial Land and the Southern Hardwood Traffic—on the same floor of the Bank of Commerce & Trust Company building for the convenience of the members of these bodies. There are many members of one who are connected with one or more, or with all, of these organizations and the idea is to facilitate transaction of such business as they may have with these various organizations. The committee which will handle this subject is composed of the following:

B. F. Dulweber, Memphis, chairman; H. B. Weiss, George C. Brown & Co., Memphis, and James E. Stark, James E. Stark & Company, Memphis.

C. L. Harrison, Cape Girardeau, Miss., constitutes the advertising committee at the moment but there is to be a governing committee for each hardwood lumber or each department and one of the members of each of these governing committees is to serve on the advertising committee, with the result that Mr. Harrison is simply chairman of the whole and that the committee will be of considerable size when all the departments contemplated have been organized.

The other committees are given herewith:

EXECUTIVE—R. L. Jurden, president, ex officio chairman; E. A. Lang, Chicago; R. M. Carrier, Sardis, Miss.; M. B. Cooper, J. W. McClure, James E. Stark and D. F. Dulweber, Memphis.

FINANCE—B. F. Dulweber, Kraetzer-Cured Lumber Company, Memphis, chairman; Mark H. Brown, Brown & Hackney, Inc., Memphis; D. F. Heuer, A. N. Thompson & Co., Memphis; W. L. Crenshaw, Crenshaw-Gary Lumber Company, Memphis, and W. L. Coulson, Coulson Lumber Company, Memphis.

ASSESSMENT—J. W. McClure, Belgrade Lumber Company, Memphis, chairman; R. C. Stimson, Stimson Veneer & Lumber Company, Memphis; W. E. Hyde, Hyde Lumber Company, Memphis; R. Sondheimer, E. Sondheimer Company, Memphis, and Homer Alexander, Alexander Brothers, Belzoni, Miss.

REPORTS & STATISTICS—M. B. Cooper, Three States Lumber Company, Memphis, chairman; R. H. Darnell, R. J. Darnell, Inc., Memphis, and R. T. Cooper, Memphis Band Mill Company, Memphis.

The association is receiving numerous letters from members complimenting it on the aggressive manner in which it has begun its work. Special commendation has been tendered on the issuance of weekly instead of monthly sales reports because it is realized that, in the present situation, with prices changing so rapidly and with conditions generally so uncertain, sales reports a month old are of rather questionable service while those issued weekly are of inestimable value. The association has just begun issuing these reports weekly.

The association is much pleased with the attitude of those members from whom it has heard regarding sending in bona fide sales reports. Four prominent firms have advised the association that they are perfectly willing to send in actual copies of sales reports as forwarded to their mill foreman, including the name of the buying individual, firm or corporation. They believe that this method will insure most satisfactory results because it will remove all possible suspicion regarding both sales and prices. They point out that they rely on the superior character of their product to insure commanding the patronage which they are now receiving and that, if they are not able to hold their customers on this basis, they are not entitled to keep them.

Plans are being worked out which will enable John M. Pritchard, secretary-manager of the association, to spend part of his time in Memphis in the interest of this organization. Nothing, however, can be given out for publication at this time as to just how this will be accomplished. The idea is to secure part of his time without impairing his usefulness as manager of the Southern Hardwood Emergency Bureau at Washington.

Minimizing Lumber Handling

Furniture and flooring factories and other consumers of lumber give thoughtful attention to eliminating unnecessary handling after the lumber has reached the stock sawyer and begins its way as raw material through the plant. It has long been recognized as a waste to run stock through a machine and let it drop or be piled on the floor where it must be taken up and loaded on a truck for conveyance to the next machine. In the modern plant stock goes from the machine either directly on to trucks or to conveyors which carry it to the next point. Quite a science has been made of this subject inside the factory, but more attention should be given the handling of lumber outside the factory.

This is a thought that came to mind recently while looking over the out-lay at a flooring plant which had been carefully planned both for receiving lumber and for shipping out the finished product. The plans included a dry kiln where additional compartments could be put on as increased capacity might be needed. Fronting the dry kiln were transfer trucks and tracks which would carry any truck of lumber from any kiln compartment directly to the receiving end of the factory and start it on its way without rehandling after drying. At the other end of the dry kiln, considerable lumber was piled fairly convenient to the loading or piling platform. The side track was parallel with the plant, convenient to unload from the cars to piles which were near enough to be drawn from, and the lumber piled on dry-kiln trucks.

But at that point there was extra handling of lumber. The extra time consisted in putting it down in piles from which it had to be taken up again and loaded on dry-kiln trucks. Here was an opportunity to eliminate one time handling by following out the same idea put into practice at the other end of the kiln, that of having a transfer track and a series of trucks on which lumber could be piled as it came from the cars. This would call for a little more space, a little more investment in trucks and tracks, but it would minimize the handling and ought to justify itself at many plants where lumber is handled several times.

In some instances this idea is being put into practice. When lumber is received on the car it is sorted and piled on trucks, the trucks and piles being made to fit into dry-kiln compartments, which eliminates one time handling. Sorting and distributing to different trucks can be accomplished readily by the use of gravity conveyors and in many instances quite a saving in labor cost effected by a plan of this kind. It is just as important to minimize the labor item in handling lumber between the car and the dry-kiln as it is to eliminate useless handling of lumber from the dry-kiln through the factory.

The way the "little things" are done about the factory usually indicates the measure of success of the concern. Where little things are neglected, greater things may also be neglected.

Traffic Branch Shows Progress

Some excellent reports were made by the officers of the Southern Hardwood Traffic Association, at the annual meeting of the Louisville Branch, held at the Seelbach hotel, on Tuesday, February 19. These reports showed excellent work done during the year, when a traffic department was very essential, and it was decided that in recognition of the fine work done by R. R. May, manager of the traffic branch, his salary as manager would be increased by the sum of $500 per annum. Mr. May is also secretary of the Louisville Hardwood Club. Mr. May was reëlected as manager, and T. M. Brown of the W. P. Brown & Sons Lumber Company, Louisville, as chairman for another year.

The following directors will serve: T. M. Brown, W. A. McLean, C. E. Platter, A. E. Norman, Jr., W. R. Willett, W. A. Watts, E. L. Davis, H. J. Gates, D. E. Kline, John Churchill and Daniel Wertz. The latter is a new member of the board, while Mr. Churchill succeeds the late Smith Milton.

In his report Chairman Brown spoke of the progress made during the past year due to the excellent work of Mr. May and through the coöperation of members. He warmly complimented Mr. May and recommended increasing his salary. He urged that in the future members attend the regular monthly meetings of the board as there are a great many problems coming up constantly that have to be faced.

Mr. May in his report said that the past year was the worst in the matter of transportation the trade had ever faced. He said that the association has been of considerable service in securing cars, quoting rates and routes, locating routes not embargoed and tracing and reconsigning and endeavoring to speed up car movements. He referred to the work handled through the main office of the Southern Hardwood Traffic Association on the proposed fifteen per cent advance in freight rates. He said that at the rehearing secured by the transportation companies the evidence submitted originally at the first hearing before the commission was resubmitted, and that the commission is now considering the merits of the case and will doubtless hand down a decision shortly.

Mr. May said the association has every reason to believe that no advance will be allowed.

He also told of the work done on the reclassification case referring to the fact that Examiner Esch in his tentative report recommended the adoption in toto of the views of the Traffic Association.

The report then went on to tell of more favorable rates secured through the efforts of the Louisville branch of the association covering shipments on a number of very important routes. Among these cases was one involving increase in minimum weights on lumber and veneers from 30,000 pounds to 36,000 pounds. The board filed protest together with evidence to show it is practically impossible to load this amount of stock in an ordinary thirty-six foot box car. The question of proposed increase in minimum weights in this particular case has been postponed.

Referring to demurrage charges the report states:

The director general, after assuming control of the railroads, issued an order requiring all lines to file, effective on January 21, certain increased demurrage charges. Our organization was instrumental in having new demurrage charges published and in fact, all the tariffs issued to become effective January 21, were rejected by the Interstate Commerce Commission; consequently, there was no change in the demurrage rules up to February 10 when the $3, $6, and $10 rate went into effect. A number of our members have been experiencing trouble in settling demurrage charges on various cars, and we have in numerous instances, had them waived. No demurrage should be paid at all until a car is actually placed on your sidings for unloading. When cars are bunched in the yards by the railroads and you are, as a result of such action, unable to take care of same, no demurrage at all should be paid, on cars held out on account of same.

Mr. May advised members to energetically insist upon the railroads following government orders to pool freight equipment. Referring to arbitrary misinterpretation of government instructions regarding reconsigning, Mr. May said that the roads have arbitrarily considered that the order, recently issued by the regional director which prohibited acceptance of lumber destined to hold or reconsigning points, meant that no freight could be reconsigned. He said this was not the intention of the directors' orders, that instances to the contrary should be reported so that they may be properly handled.

Regarding future prospects Mr. May said:

Since the establishment of government control, there has been quite some confusion and very little lumber shipments handled, due in my mind, entirely to the inefficiency of carriers themselves and lack of knowledge and presence of red tape on the part of government officials having direct supervision of these matters.

The theory has been advanced not only by the shipping public but by the different brotherhoods that the railroad operators are endeavoring to make the government operation of railroads a miserable failure. This no doubt is true for as recited in other parts of this report, the railroads have taken every advantage of loopholes in government regulations and have purposely misconstrued orders of the director general. Am glad to state, however, that the director general's office is beginning to assume some proportions and is being divided into various divisions.

The report then went on to instance several cases where roads have shown an arbitrary disposition to misconstrue or misapply government orders.

He then went on to outline the favorable effect the increased use of southern ports will have on lumber movements, and stated also that the pooling of equipment is a decided advantage.

The report closed with a resume of membership and the prospects for headway, and a brief account of the claims filed, paid, withdrawn and pending as filed with the bureau.

The Most Elastic American Wood

In combined strength and stiffness or elasticity the mangrove tree which fringes the Florida reefs and much of the southern shore of the mainland of that state, surpasses all other American woods, so far as shown by tests. Its strength is approximately the same as that of shellbark hickory, but it rates twenty per cent above hickory in elasticity, and it is believed that in the latter property it measures higher than any other wood of this country.

Nature wisely provided the mangrove with the properties most essential to its existence in the peculiar situations where it prefers to grow. It fringes the land and the trees usually stand in water from a few inches to several feet deep. The growth assumes the form of a long ribbon of green separating land from water. No one can tell where one individual tree begins and another ends, so intricately are the branches and trunks interlaced and matted together. Roots drop from overhead branches and fasten in the mud at the bottom of the shallow water, and a single tree may consist of a score of stems or trunks.

If the mangrove were weak and brittle like cottonwood, chestnut, pine, or even if it were no stronger and stiffer than oak, the waves during storms would break every tree and limb and crush them into splinters.

The wood sinks like iron. Even when absolutely dry it weighs 72 pounds to the cubic foot (ash weighs about 40). It plunges to the bottom and there it lies and soon is buried in the mud and sediment that collects about it. It is, therefore, a landbuilder, not only by protecting the shores while it is alive but also by helping to raise the muddy bottoms above water level by a contribution of dead trunks.

The reefs and shore lines of southern Florida are rapidly encroaching on the sea and the mangrove thickets are active agents in hastening the change. Hundreds of square miles lying between the mainland and reefs where the Midocean Railroad runs to Key West, will rise above water and become swamp land in a few centuries and mangrove clumps, fringes and thickets will contribute a great deal to bring about the change.

Northern Wholesalers' Meeting

The first annual of the Northern Wholesale Hardwood Lumber Association was held at the Hotel Wisconsin, Milwaukee, on Tuesday, January 19.

In his address President Humphrey told that in 1917 members of the association handled 465,000,000 feet of hardwoods, of which 140,000,000 feet was manufactured by members, 90,000,000 feet bought from non-members' mills and 235,000,000 feet from members' mills.

President Humphrey told of the organization meeting held at Rhinelander a year ago for which getting together C. P. Crosby of Rhinelander was mainly responsible. Several helpful special sessions have taken place since then. He expressed great pleasure in the effect of the association upon ethics among wholesalers, saying that it has had a noticeable effect in eliminating the old distrust and working to cross purposes, but would probably accomplish even more in the future. He went on to speak of conditions referring to market firmness and steadily rising prices and enlarging upon future possibilities. The future, he said, is more than speculation and is involved by many conditions. He did not express the belief that much direct war business would come to the association members, but stated that there should be considerable indirect war orders filled.

He said that while most shippers insist upon payment of the freight tax by customers there are some who, for advertising purposes, pay this tax themselves. Such practice is demoralizing and should be abandoned.

Regarding the new grade of selects, Mr. Humphrey said that some members do not include this in their price lists, but should do so, and that where the seller does not want to lay aside selects he should make a price on combined selects and No. 1 common.

He recommended quarterly meetings in addition to the annual in February.

The report of Secretary J. F. Hayden of Minneapolis was necessarily brief, as was that of Treasurer J. B. Andrews of Wausau, which showed a satisfactory balance on hand.

Following the report of Chairman F. K. Bissell of the membership committee the association voted in the Robert Duncan Lumber Company of Minneapolis and the Frank Carter Company of Menominie.

H. H. Butts of Park Falls, Wis., and Geo. Robson of Merrill, Wis., both members of the Bureau of Statistics and Educational Information of the Northern Hemlock and Hardwood Manufacturers' Association, spoke informally of the work of the Bureau, after which market discussion followed.

Afternoon Session

The opinion seemed general as revealed in market talk at the beginning of the afternoon session that except at Wausau the box manufacturers are not very well supplied with lumber.

The members were treated to a most interesting analysis by F. M. Elkington of Milwaukee of the railroad situation and transportation legislation. Mr. Elkington expressed great confidence in government control making possible great economy in time and equipment as well as money that could not have come under competitive conditions. Shippers must be prepared to adjust their business to rapidly changing conditions, but to do so with as little departure from normal as possible. There should be no hesitancy in extending honest criticism of what appear to be wrong measures, as such criticism is patriotic rather than unpatriotic.

According to the speaker's analysis of the proposed compensation to the roads this is based on the three most successful years of railroad operation, calls for an outlay of $95,000,000 a year, which is $450,000,000 more than the average for fifteen years back and would represent a profit of nine per cent to fifteen per cent on capital.

The speaker emphasized the seriousness of making rate making a political matter, as would happen by giving the president rate making powers and then expressed his astonishment at the indifference of the shippers as a class to matters that concern them deeply.

The most serious menace of the new bill is that taking from the shipper the right to protest against new tariffs before they go into effect. This provision would make protests against unfair rates absolutely ineffectual. He emphasized the importance of the lumber industry promptly using every means to block the passage of legislation that would practically abolish the usefulness of the Interstate Commerce Commission and bring about deplorable relations between shippers and the carriers.

So convincing were Mr. Elkington's statements that the following resolution was adopted for transmital by wire to Wisconsin and Minnesota senators at Washington:

RESOLVED, That the Northern Wholesale Hardwood Association in convention assembled is opposed to such provisions of the pending railroad bill as will remove from the Interstate Commerce Commission any jurisdiction over freight rates.

On recommendation of the nominating committee the following officers were re-elected:

PRESIDENT—H. C. Humphrey, Appleton, Wis.
VICE-PRESIDENT—C. P. Crosby, Rhinelander.
TREASURER—J. B. Andrews, Wausau.
SECRETARY—J. F. Hayden, Minneapolis.
DIRECTORS—H. J. Stone, Marshfield; G. T. Johnson, Milwaukee; A. J. Jarvis, Eau Claire.

After the adoption of resolutions of support to the government the following standing committees were appointed:

MEMBERSHIP—A. J. Tipler, Green Bay; J. H. O'Melia, Rhinelander; F. K. Bissell, Wausau.

FINANCE—C. P. Crosby, Rhinelander; Payson Smith, Minneapolis; A. J. Jarvis, Eau Claire.

ARBITRATION—A. G. Wilson, Rhinelander; A. H. Barnard, Minneapolis; G. T. Johnson, Milwaukee; F. K. Bissell, Marshfield; H. S. Crosby, Rhinelander.

STATISTICS—T. H. Schoenhafen, Marshfield; L. H. Wheeler, Wausau; W. J. Grossman, Green Bay; T. T. Jones, Minneapolis; T. E. Lee, Stanley.

RESOLUTIONS—C. E. Gill, Wausau; John Carter, Menominie; P. M. Parker, Minneapolis.

After deciding upon Rhinelander, Wis., for the meeting some time between May 10 and May 25 the meeting adjourned.

Fire Walls Useless Unless Solid

Wood block flooring for factories, in place of concrete, is receiving considerable attention, and seems to be giving satisfactory results.

We are told in *Factory* that as a woodworking plant grew in size the new buildings were divided by fire walls, and all other modern improvements were installed as fast as possible. The sprinkler system was delayed because of difficulty in getting material. In the meantime the firm needed the room to fill its orders, so the buildings were occupied as fast as the roofs were on.

In hanging the line shafting the millwrights found that their lengths were a foot or two longer than the rooms. The management was crowding these men so hard, however, that instead of cutting off the shafting to correct lengths, they simply broke through the fire walls. Of course it was planned to eventually cut the shafting, and brick up the holes. But the fire came before this was done, as it almost always does, and the firemen could see the flames lick through these holes, and render all their efforts to save the plant unavailing.

An opinion may not be expressed by a witness on a point where the jury is amply able, through common sense, to judge for itself. For instance, the Iowa supreme court has stated that a lumberman cannot be regarded as an expert for the purposes of stating whether certain lumber was piled in reasonably safe condition, so as to avoid falling and consequent injury to persons nearby, for after the method of piling adopted has been explained and the condition of the pile described, it was presumed that the jury could form their own judgment as to the safety of the lumber.

Pertinent Legal Findings

Queries on questions arising on any points involving the law as it is applied to lumbering and allied industries will be given proper expert attention through this department if submitted to HARDWOOD RECORD. *There will be no charge for such service, but* HARDWOOD RECORD *reserves the right to publish questions and answers without designating names or location of inquiries unless specifically requested not to do so.*

Lawful Trade Union Practices

A trade union of carpenters or woodworkers may lawfully forbid its members from working in an open shop planing mill with non-union men, without becoming liable to the operator of the mill as for declaring an unlawful boycott, although a general boycott declared with malicious intent to effect an unlawful purpose is actionable. And unionists, to promote the legitimate objects of organized labor, may agree among themselves not to work upon non-union made materials. But when a trade union calls upon the public generally to discontinue use of a particular manufacturer's materials, and seeks to prevent all persons from dealing with him, there is an actionable interference with his business.

Trespassing Upon Timber

One who willfully trespasses upon private timber acquires no title to logs cut by him, and hence can convey no title to a third person howsoever innocent the third person may be of any wrongful intent. And where the owner of such timber traces it through the hands of a willful trespasser into products manufactured from the logs, he is entitled to claim the value of such products, not being restricted to the value of the logs. In other words, a trespasser or one claiming directly under him, when caught with the logs in coverted form is not entitled to an allowance on account of labor or expense involved in such conversion. And within these principles one is a "willful trespasser" if he goes upon land and cuts timber on the strength of some person's statement that he is the owner of the timber and authorized to grant the right to cut it, without requiring such person to exhibit his title.

Injuries Caused by Simple Tools

In affirming a judgment dismissing a suit brought by a lumber company's employe to recover damages caused by a defective hatchet furnished him for use in his work, the Arkansas supreme court recently said in the case of Arnold vs. Doniphan Lumber Company, 198 Southwestern Reporter, 117:

An innumerable number of cases define the duty of the master in furnishing the servant safe tools with which to work, and the duty of inspecting those tools, but there are circumstances under which the master owes the servant no such duty. He does not owe this duty where the tool furnished is one which requires no special skill or training for its safe use, and when the defect, if any, is as obvious to the servant as it is to the master, or when the defect arises from the use of the tool and the servant would naturally be the first person to discover the existence of the defect. The concurrence of these conditions gives rise to what is called the "simple tool" doctrine, which is another way of saying that the master must inspect and instruct when the circumstances of the employment are such that reasonable care and prudence would suggest that this be done, but that he owes no such duty when the necessity therefor is not reasonably apparent.

Title to Lumber in Transit

The right of the holder of a bill of lading to reclaim possession of lumber shipped under it was involved in the late case of Merchants' & Manufacturers' Bank of Ellisville, Miss., against Philip J. Toomer Lumber Company, 76 Southern Reporter, 565, decided by the Mississippi supreme court.

The W. M. Carter Lumber Company received an order for a carload of lumber to be shipped to the Ganahl Lumber Company and apparently made shipment under a straight bill of lading. The invoice and bill of lading were assigned to plaintiff bank, which sent the papers to the Ganahl Company, stating that they belonged to the bank until the invoice price should be paid. While the lumber was in transit, a creditor of the Ganahl Company attached it, and the bank filed a claim for possession as against the attaching creditor, because title had not passed to the Ganahl Company.

In upholding the bank's right to possession, the supreme court holds that ordinarily a shipment of lumber directly to a buyer under a bill of lading naming him as consignee vests title in him when delivery is made by the seller to the carrying railway company for transportation, but that title does not pass where, as in this case, the seller or his assignee signifies intention to retain title until payment is made.

Aspects of Timber Sales

The written terms of a contract for a sale of standing timber cannot be contradicted by either party showing that at the time the contract was signed there existed some verbal agreement at variance with such terms, although it is permissible to show a verbal agreement for the purpose of explaining away ambiguity existing in the writing. Where a contract for a sale of standing timber reserved to the landowners the right to remove tanbark during peeling seasons, the act of the purchasers of the timber in felling the trees before expiration of those seasons and before the landowners had peeled the bark was an actionable wrong, giving the latter a valid damage claim. A sale of "merchantable timber" conveys all such timber as is ordinarily used for sale or manufacture in the particular locality, and is not limited to such logs as will produce grades of lumber known and recognized as merchantable among lumber manufacturers. Where timber is sold on condition that it be cut and removed by the purchaser within a stated time, all timber left standing after expiration of that time reverts to the landowner, regardless of the fact that the buyer may have made full payment to cover all timber. (Virginia supreme court of appeals, M. C. McCorkle & Son vs. Kincaid, 93 Southeastern Reporter, 642.)

Trespass Upon Standing Timber

Under a sale of all hickory timber on a certain tract of land, mesauring eight inches or more at the stump, and trees of other kinds measuring twelve inches or more, the buyer cannot avoid liability for a statutory penalty for cutting trees under the agreed dimension by showing that his employes were given general instructions to cut only such trees as should be of the agreed sizes; the buyer in such case must exercise reasonable superintendence over his employes to see that they do not sever trees reserved by the seller.

Return of Goods by Buyer

Where a buyer of saws returned them to the seller by express, seeking a cancellation of his contract of purchase, the burden was on him to show that the seller actually received the saws back and retained them; mere proof that the buyer sent them by freight to the seller with transportation charges prepaid raises no presumption that the seller received them. In such case, the railway company is to be regarded as the buyer's agent, and not the seller's, for the purpose of returning the articles. (North Carolina supreme court, Branch Saw Company vs. Bryant, 93 Southeastern Reporter, 839.)

Duty to Warn Employe Against Dangers

In affirming judgment in favor of an employe who was injured by collapse of the roof of a lumber shelter while he was engaged in removing tin from the roof, caused by a defective support of the roof, it is held by the North Carolina supreme court that the injured man was bound to take notice of such dangers as were plainly manifest, but that he was entitled to rely upon defendant employer's assurance given him that the roof was safe for the purposes of his work. The employer was bound to inform himself concerning the safety of the place before giving such assurance. In this case the defect consisted in the fact that the roof was supported by part of the tin being nailed to an adjoining building, and the danger was not apparent to the employe, for he did not know and his duties did not require him to know that there was no supporting braces under the roof.

Where Wood Will Answer

The campaign is on now in this country to conserve the iron and steel supply for war purposes, by substituting wood for metal wherever it can be done. Fortunately, it is possible to do it along many lines without lessening the value of the service which the people have been accustomed to receive. A search for places where wood can take the place of iron and steel shows surprising results. The field is wide and the opportunities are many. Some of the leading lines along which such substitutes can be made are the following:

In numerous instances the wooden shingle can take the place of sheet metal for roofing. The shingle is excluded from many towns because of municipal fire laws; but enormous quantities of metal roofing have been used outside of such limits, and it is possible, as an emergency measure, to repeal, or suspend, temporarily at least, the fire laws in many towns, where patriotism rises superior to prejudice.

The same observation holds with regard to siding. Wood can take the place of metal, and in most cases will prove at least as satisfactory.

The substitutes of wooden beams for steel in buildings of moderate size opens a wide field for conserving metal. The style of building known as "mill construction" has proved the efficiency of wood for beams and framework in buildings both small and large. It would be hard to figure out just how much steel could be released for other purposes by using wooden timbers in place of steel beams.

The manufacture of fixtures for offices, stores, hotels, halls, and banks, such as filing cabinets, counters, stationary desks and tables, partitions, cabinets, shelving, and many more, now calls for both metal and wood in large amounts. The whole demand might be met by wood, and the steel could be diverted to other channels.

Furniture is closely related to fixtures, and by substituting wood for metal, much steel could be conserved for other purposes. Exact statistics of metal furniture are not available, but the total is large.

Relatively few boxes are of metal, but these might be of wood. The principal metal boxes or trays are used for carrying bottled goods.

The metal barrel is much more common and is in wider use than the box. It ranges from the slack barrel of thin sheets to the heavy barrel or drum for carrying oils and other valuable commodities. The substitution of wooden barrels would bring no hardship to the user. Wooden barrels are in some ways superior to those of metal, and there is no question but that plenty of suitable wood can be had to meet any increase in demand.

Great saving of steel is possible in the manufacture of railroad cars by substituting wood for metal in such parts only in which wood is satisfactory. A billion and a quarter feet a year of wood are now consumed by car builders. A considerable increase over this amount might be made, with a corresponding decrease in steel.

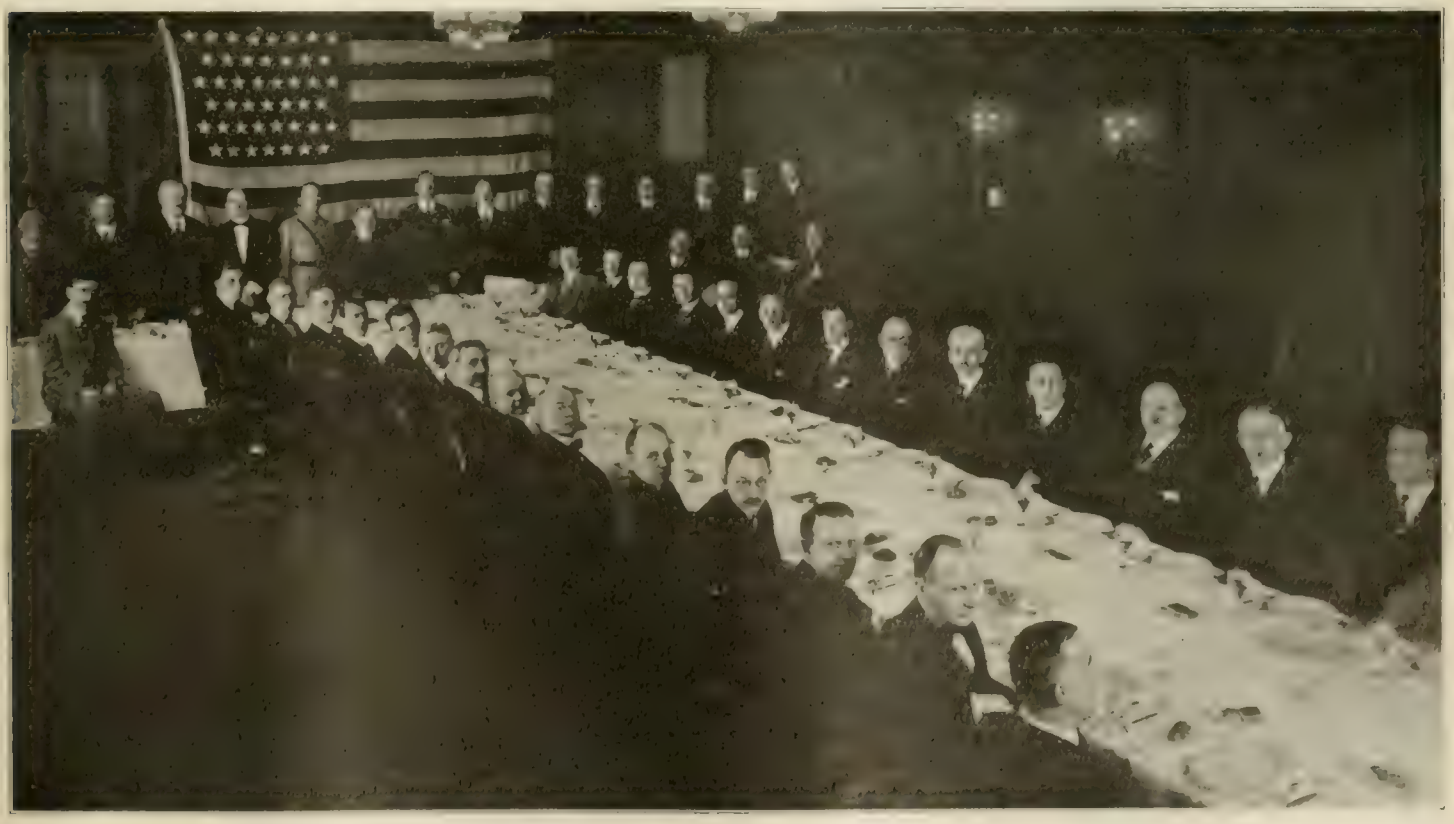
Manufacturers of vehicles might dispense with much metal and let wood take its place. This could be done in wheels and also in panels for the bodies of light vehicles. Saving could be made also by constructing many kinds of vehicle frames partly or wholly of wood.

Agricultural implements afford another opportunity to substitute wood for metal without lowering the standards of efficiency. The same thing is possible in the manufacture of numerous kinds of machinery where frames and panels are used.

Metal caskets for the burial of the dead might give way to caskets of wood. More than 150,000,000 feet of lumber are now used annually by manufacturers of caskets, and this quantity would show substantial increase if metal caskets were no longer made.

The Call for Conservation

This nation-wide call for the conservation of iron and steel by introducing substitutes, does not come from lumber manufacturers and dealers, but from government authorities who see the need of the measure. Steel producers are not voicing objections. They recognize the crisis and they know that they cannot produce enough steel to meet the needs of the government and of private business, too, and it will relieve the strain upon them if some of the burden can be borne by lumbermen. It is fortunate that the lumber industry is able, in this emergency, to carry the increased load.



EIGHTEENTH ANNUAL BANQUET OF NATIONAL LUMBER EXPORTERS' ASSOCIATION, HOTEL MARTINIQUE, NEW YORK, JANUARY 23-24, 1918

The Mail Bag

B 1176—Wants Turkey and India Boxwood

Allentown, Pa., February 18.—Editor HARDWOOD RECORD: Could you advise us where we could purchase in carload lots Turkey boxwood and India boxwood logs. We seem to be unable to locate same.

B 1177—Oak Rim Strips Wanted

New Palestine, Ind., February 15.—Editor HARDWOOD RECORD: We are in the market for red and white oak rim strips 3½"x2"x⅛—7' and 8' for army escort wagons.

B 1178—Oak Squares Needed

Gardner, Mass., February 12.—Editor HARDWOOD RECORD: We want at once oak squares, 1⅝"x1⅝"x19".

Clubs and Associations

Joint Meeting of Northern Loggers

W. J. Maitland of the Park Falls Lumber Company, Park Falls, Wis., and secretary of the North Wisconsin Loggers' Association, announces that various associations in the logging field in the North will hold a joint session in the Pfister hotel, Milwaukee, on Thursday, March 28. The associations joining are: Central Wisconsin Loggers' Association, Northeastern and Upper Michigan Loggers' Association, Upper Peninsula Loggers' Association, North Wisconsin Loggers' Association.

Walnut Men Confer at Washington

A strong delegation of walnut men composed of John Penrod and Frank Purcell, Kansas City; Fred Hoffman, Fort Wayne; V. L. Clark, Des Moines, Iowa; W. W. Knight, Indianapolis, consulted with officials at Washington last week in an effort to straighten out the situation caused by the government's procrastination in specifying quantities of walnut needed for war work. The walnut manufacturers are prepared to do the utmost to meet our and our allies' needs for walnut products and have the walnut situation well in hand.

National Manufacturers Meet in April

The National Lumber Manufacturers' Association announces through acting secretary, John Lind, that the next annual meeting will be in Chicago on April 9 and 10. Delegates will be appointed by each of the affiliated associations for each 100,000,000 feet of annual shipments. Individual members are also urged to attend, as the meeting will be of unusual importance. Opportunity will be given to attend the sessions of the Chamber of Commerce of the United States, which will start in Chicago on April 10.

War Board for Chicago Association

C. B. Flinn of the Metropolitan Lumber Company heads the newly formed war board recently organized by the Lumbermen's Association of Chicago for service during the war. The board is made up of chairmen of the seven divisions of the associations, as follows:

C. B. Flinn, chairman; L. W. Crow, H. H. Hettler, Edward Hines, F. J. Heidler, H. H. Kraetzer, E. C. Schoen, G. A. Nanguess, S. C. Bennett, John S. Hurd, M. G. Truman, P. S. Fletcher, R. C. Clark, Murdock McLeod, A. H. Ruth, John Anderson, John Hanson, A. Wallerstein, J. A. Olson, E. W. Dierssen, John Westburg.

This list is further augmented by two additional members from each division, thus making up a board with a total membership of twenty-nine.

The board will have charge of all work coming before the local lumber trade having anything whatever to do with the war.

New Manufacturers' Association Progressing

In keeping with the policy of centralizing the headquarters of the various associations of hardwood interests at Memphis, the former American Oak Manufacturers' Association and the Gum Lumber Manufacturers' Association have combined in the former offices of the oak association on the fourteenth floor of the Bank of Commerce building. It is announced at these offices that the rotary veneer manufacturers affiliated with the new association have formally organized their rotary veneer department.

The governing committee is made up of G. W Sparks, Des Arc, Ark., chairman; S. M. Bush, Cotton Plant, Ark.; H. J. Ingram, Thornton, Ark.; A. M. McGhee, Tuscaloosa, Ala., and W. E. Truxford, Byram, Miss.

The association announces new members as follows: Hemphill Lumber Company, Kennett, Mo.; Cochran & McCallum, Cornith, Miss.; H. W. Darby Hardwood Company, Grenada, Miss.; Dillman Egg Case Company, Caruthersville, Mo.; Merl Lumber Company, Meridian, Miss.; Henry Maley Lumber Company, Jackson, Miss.; Thomas E. Powe Lumber Company, St. Louis.

The association offices are busy compiling data on prices, markets, lumber stocks, log supply, prospects, etc.

Important Information in National Bulletin

The February bulletin of the National Hardwood Lumber Association is unusually full of information for the hardwood lumber trade. The most important feature is the official list of firms holding contracts for wagons and trucks being made for the Army Vehicle Section of the Council of National Defense.

Government orders already placed for 134,000 escort wagons, 25,000 trucks, numbers of extra wheels, box boards and other accessories are instanced. The manufacturers will all buy their own raw materials.

Quotations are asked for to be sent to the War Service Bureau of the association on FAS poplar, sap no defect in 2½, 3 and 4-inch stock, with information on amounts available and that can be supplied; on FAS cherry for airplane propellers.

The Bureau placed orders for 2,000,000 feet of lumber during its first month of operation. The list of wagon and truck makers follow:

Abingdon Wagon Company, Abingdon, Ill.; Charles Abresch Company, Milwaukee, Wis.; Acme Wagon Company, Emigsville, Pa.; Auburn Wagon Company, Martinsburg, W. Va.; Bain Wagon Company, Kenosha, Wis.; Brown Manufacturing Company, Zanesville, Ohio; Chattanooga Wagon Company, Chattanooga, Tenn.; Columbia Wagon Company, Columbia, Pa.; Cooper Wagon & Buggy Company, Dubuque, Iowa; John Deere Wagon Company, Moline, Ill.; the Eagle Wagon Works, Auburn, N. Y.; Emerson-Brantingham Company, Rockford, Ill.; Florence Wagon Company, Florence, Ala.; Ft. Smith Wagon Company, Ft. Smith, Ark.; Hoover Wagon Company, York, Pa.; Indiana Wagon Company, Lafayette, Ind.; International Harvester Company, Chicago, Ill.; James & Graham Wagon Company, Memphis, Tenn.; Keller Manufacturing Company, Minneapolis, Minn.; Kentucky Wagon Manufacturing Company, Louisville, Ky.; Lenhart Wagon Company, Minneapolis, Minn.; Luedinghaus & Espenchied Wagon Company, St. Louis, Mo.; Mandt Wagon Works, Stoughton, Wis.; Milburn Wagon Company, Toledo, Ohio; Miller Wagon Company, Edina, Mo.; The Miller Wagon Company, Calmar, Iowa; Mogul Wagon Company, Hopkinsville, Ky.; Moline Plow Company, Moline, Ill.; Newton Wagon Works, Batavia, Ill.; Owensboro Wagon Company, Owensboro, Ky.; Pekin Wagon Company, Pekin, Ill.; Randolph Wagon Works, Randolph, Wis.; Schmidt & Stork Wagon Company, West Bend, Wis.; Peter Schuttler Company, Chicago, Ill.; Springfield Wagon Company, Springfield, Mo.; Stoughton Wagon Company, Stoughton, Wis.; A. Streich & Bros. Company, Oshkosh, Wis.; Studebaker Corporation, South Bend, Ind.; B. F. & H. L. Sweet Company, Fond du Lac, Wis.; Thornhill Wagon Company, Lynchburg, Va.; Troy Wagon Works Company, Troy, Ohio; Turnbull Motor Truck & Wagon Company, Defiance, Ohio; Joel Turney & Co., Fairfield, Iowa; Winona Wagon Company, Winona, Minn.; Anderson Company, St. Paul, Minn.; Appleton Manufacturing Company, Batavia, Ill.; Electric Wheel Company, Quincy, Ill.; Havana Metal Wheel Company, Havana, Ill.; King & Hamilton Company, Ottawa, Ill.; Peru Plow & Wheel Company, Peru, Ill.; B. C. Bassett, Sterling, Ill.; Beggs Wagon Company, Kansas City, Mo.; Birdsell Manufacturing Company, South Bend, Ind.; Buerkins Manufacturing Company, Pella, Iowa; Chase City Manufacturing Company, Chase City, Va.; Hackney Wagon Company, Wilson, N. C.; Hannibal Wagon Company, Mannibal, Mo.; Hickman Wagon Company, Hickman, Ky.; Kramer Wagon Company, Oil City, Pa.; Linetroh Wagon Works, St. Louis, Mo.; Mackinnon Wagon Company, Grand Rapids, Wis.; New Conklin Wagon Company, Olean, N. Y.; George E. Niesen & Co., Winston-Salem, N. C.; Patterson Manufacturing Company, Holly, Mich.; Piedmont Wagon Company, Hickory, N. C.; C. O. Rud & Co., Lansing, Iowa; C. N. Russell & Son, Clarksville, Va.; Smith Manufacturing Company, La Crosse, Wis.; Swab Manufacturing Company, Elizabethville, Pa.; Tiffin Wagon Company, Tiffin, Ohio; Vaughn Manufacturing Company, Jefferson, Wis.; Virginia Wagon Company, South Boston, Va.; White Hickory Wagon Manufacturing Company, Atlanta, Ga.; Watson Wagon Company, Canastota, N. Y.

With the Trade

"Mayor" Hines in France

Mr. and Mrs. Edward Hines of Chicago hear from their son, Lieut. Edward Hines, Jr., that he has been appointed mayor of the French town in which he is quartered.

Lieut. Hines, who is but twenty-one years old, entered the first officers' training camp at Fort Sheridan, Ill., while a senior at Yale. He sailed for France shortly before Christmas and judging by his appointment to the mayoralty and also from the fact, as stated in his letter, that he has been named assistant to the adjutant of his battalion, he has advanced unusually.

In his interesting letter he speaks of his duties, praises the food and lauds the work of providing tobacco and other necessities for the soldiers in France.

Sterner Company Makes Sure of Shipments

The Sterner Lumber Company of Philadelphia, of which Maurice W. Wiley is the progressive head, has gone in for export business in an active way. The firm bid on an order of 100 cars of hardwood for the British Buying Mission, at Washington, and was awarded the business. When it came to the matter of shipments, that was arranged in a triangular deal between the British Commission, the Shipping Board and the Sterner Lumber Company. The final arrangements were that the Shipping Board was to furnish cars, if possible, and if it could not, right of way was to be granted, and cars were to be sent from Canada as needed, and sent through as loaded to Quebec. Mr. McMillan of the Sterner concern has gone to the mills now, and several cars will be shipped before the first of March.

Reparation Allowed

Reparation in the sum of $11,500 has been ordered by the Interstate Commerce Commission to be paid by the Illinois Central Railroad to the Ayer & Lord Tie Company on account of unreasonable charges collected for transporting certain carloads of crossties from Mississippi and Alabama points to Chicago and Indianapolis, and treated at Carbondale, Ill., and forwarded from there to destinations.

Pertinent Information

Building Permits for January

Ever since the United States entered the war last April the monthly statements of building permits issued in the principal cities have shown losses as compared with the previous year. Throughout 1916 there had been gains. The building of factories had become almost enormous and this proved with it much construction of a miscellaneous character. This increased 1916 activity, notable during the first half of the year, shrank to slender proportions in later months. There were slight losses during the first several months of 1917 but these became very pronounced after April, 34 per cent in May, 49 per cent in July, back to 27 per cent in September, then swinging down again to a 57 per cent shrinkage in December.

Now comes the January statement. It shows a decrease of 46 per cent, which is somewhat better than the showing for December. Construction work may be said to be running along about as it has been doing for nine months. One kind of obstacle after another has been thrown in its way and the current building is much below requirements. Practically everything now built is of the essential type. There is need of increased housing almost everywhere, and because the houses are not going up rents are rising very sharply in many places.

In 111 principal cities of the United States the building permits issued in January, as officially received by the *American Contractor*, Chicago, total $26,889,082, as compared with $49,809,486 for January last year, a decrease of 46 per cent. Of these, 25 show an increase. The cities gaining are widely distributed, but the West is conspicuous among the favorable returns. Los Angeles, Cal., makes the notable gain of 625 per cent, and among other western cities that thus indicate building activity are Denver, Des Moines, Grand Rapids, Lincoln, Neb., Omaha, Salt Lake City, San Diego, Seattle, Tacoma and Superior, Wis. Taking rank among the eastern cities that have gained are Buffalo, New Haven, New Bedford, Mass., and Portland, Me.

License Needed for Foreign Parcel Post

The war trade board has sent out warning from Washington that much unintentional and some intentional breaking of the law is being done by persons who send merchandise out of the country by parcel post. Such exports require license the same as shipments by cargo, and the same penalties may be imposed for failing to procure the necessary license. Most of the shipments without license have gone by parcel post to American soldiers in France; but the senders of the parcels had no intention to break the law, and were unaware that they were doing so. But unscrupulous persons have taken advantage of the situation to send merchandise for sale without first procuring license. The law on the subject reads:

Any person who shall export, ship, or take out, or deliver, or attempt to deliver for export, shipment, or taking out, any article in violation of the title, or of any regulation or order made hereunder, shall be fined not more than $10,000, or if a natural person, imprisoned for not more than two years, or both; and any article so delivered or exported, shipped, or taken out, or so attempted to be delivered or exported, shipped, or taken out, shall be seized and forfeited to the United States, and any officer, director, or agent of a corporation who participates in any such violation shall be liable to like fine or imprisonment, or both.

Those who wish to send packages abroad may apply for licenses at the Bureau of Exports, 1435 K street, N. W., Washington, D. C., or at any of the branches of the bureau, which are located in the following cities: Seattle, Portland, San Francisco, Los Angeles, Nogales, El Paso, Eagle Pass, Galveston, New Orleans, Mobile, Savannah, St. Louis, Chicago, Boston and New York.

The Market for Cordwood

The scarcity of coal has created the best market for cordwood in years, and a large increase in production may be expected. North Carolina is one of the states that are preparing to take advantage of the opportunity, and conditions there are likely not much different from most regions. The state geological survey has published a bulletin on the subject, showing that the farmers control the hardwood situation. Taken for the whole state, the average price per cord for hardwood is $4.75, delivered, and pine is about 25 cents less, which is an increase of from 30 to 50 per cent over prices prevailing a year ago. The cost of cutting wood varies from 50 cents to $2.50 a cord, the average being $1.08. The average distance of hauling by wagons is a little less than four miles and most towns are supplied by wagons from the surrounding country. It is generally calculated that two pounds of dry wood is equal to one pound of coal for heating purposes, or one cord of good hardwood is equivalent to one ton of coal.

Speed Record on Building

What is believed to be a record for fast building was established at United States army Camp Joseph E. Jackson recently when 104,000 feet of lumber were converted into an army warehouse measuring 150 by 60 feet in less than three hours. A working gang of 280 men were moved to the site on which the building now stands at 10:50 in the morning and at 1:45 the same afternoon the last nail had been driven and the building was ready for occupancy.

The sills of the building are 8 by 12 timbers and exactly three minutes after starting work they were all set. Fourteen minutes later all the floor joists were in place. Then enough of the floor was laid so that the posts could be erected and the remainder was laid while the building was being closed in. There was no rehearsal or drilling of the men and no picking of individuals or gangs; but all the material was on hand.

Regarding the Wire Rope Situation

The last issued from the Hardwood Manufacturers Association of the United States contains the following interesting information from an authority regarding the prospects for future supplies of wire cable:

Trenton, N. J., January 22, 1918.

Mr. Everett Morse, Member Priorities Committee,
Council of National Defense, Washington, D. C.

Dear Sir: I am in receipt of your letter of the 15th instant, file 3806, in which you quote from a communication from the National Lumber Manufacturers' Association and show their estimated requirements, which amount to between twelve and thirteen million feet of rope of various kinds. It is understood, of course, that this total of rope covers the requirements of the lumber industry spread over the entire year 1918.

I hardly think that it would be feasible for the rope industry to attempt to take on and cover these requirements for the whole year (even should the requirements be in shape of fixed, irrevocable orders), for the reason that there is much uncertainty, in times like these, particularly as regards the production, and uncertainty as to the selling price of the product. It has not been the custom, even in times when contracting for customers' requirements was general, to cover customers for more than a six months' period; and for some time past (due to uncertainty) the custom of contracting has been practically dropped.

It is obvious that the manufacturers wish to have some assured source of supply, and, in the regular course of events, there does not seem to be any question but that there will be sufficient rope available, so that each particular manufacturer will be able to secure what he absolutely needs from his own regular source of supply, as the output of rope is steadily increasing and, before a very great while, the stringency will be materially relieved. Of course the military branches of the government may come in at any time with staggering orders which may engage the entire productive rope capacity of the country (as has happened once or twice before), but these matters cannot be helped. The government orders must always get the right of way, and it is impossible to foresee what may happen in this regard.

Therefore, considering matters from the normal standpoint only (the only basis on which we can figure), I would suggest that the Lumber Manufacturers' Association instruct its constituent members to place with their various sources of supply, their absolute bona fide requirements, not to exceed three months. Such requirements to be not in the nature of an option, but bona fide orders, and I have no hesitation in saying that at the end of this three months' period there will be no difficulty whatever in getting a source of supply for the next three months' period.

It would be unfair to the rope manufacturers to expect them to cover the industry for any quantity, or at any price, for a longer period than three months at a time. I believe that for this period it can be arranged.

Very truly yours,
(Signed) KARL G. ROEBLING,
Chairman, Sub-Committee on Wire Rope.

Regarding General Orders Five and Six

The February 18 bulletin of the Hardwood Manufacturers' Association of the United States contains the following information regarding general orders five and six that should prove interesting to manufacturers owning or operating common carriers:

General order five calls upon the director general's railroad wage commission to make a general investigation of compensation of persons in the railroad service, the relation of railroad wages to wages in other industries, the conditions respecting wages in different parts of the country, the special emergency respecting wages which exists at this time owing to war conditions and the high cost of living, as well as the relation between different classes of railroad labor. Officers, agents and employes of railroads are directed to furnish any information called for by the wage commission.

General order six, issued by the director general, is addressed to "Officers and Directors of Railroad Companies." It calls attention to the necessity of care in handling the carrier's revenues during federal control and directs that they shall not be expended as follows:

1. For the payment of agents or other persons who are employed in any way to effect legislation.
2. For the employment of attorneys who are not actually engaged in the performance of necessary legal work for the company.
3. For the payment of the expenses of persons or agencies constituting associations of carriers unless such association is approved in advance by the director general.
4. For any political purpose or to directly or indirectly influence the election of any person or an election affecting any public measure.

It is further ordered that no free transportation shall be issued in the future unless expressly authorized by the Act to Regulate Commerce. The order applies to all carriers under federal control, whether interstate or intrastate.

Why Wooden Pins Are Best

It is not generally understood why the builders of wooden ships insist on wooden pins, and why they do not use iron bolts in fastening the timbers together. Iron is much stronger than the strongest wood. Wooden treenails are not demanded because they are superior to iron in strength, durability or convenience. Neither are they cheaper. They are used because they are softer and more yielding. When iron bolts are employed in fastening together ship timbers, the twisting, straining and bending of the vessel while on rough water causes the bolts to cut the wood, enlarge the auger holes in which the bolts are driven, and in course of time this cutting results in leaks round the bolts. Such a leak may be small, but hundreds of them at one time will let in enough water to be troublesome. The wooden pin yields as the vessel strains and twists, and the holes in which the pins have been driven are not worn larger, and no leaks result. A better job of carpentry can be done with wooden pins than with iron bolts. The protruding heads of the bolts are unsightly on the outside of a ship's hull. Protruding wooden pins can be adzed smooth, and when a coat of paint has been applied the ends of the pins become invisible. Though wood is less strong than iron, it is strong enough to meet all requirements as treenails.

Maple Sugar Prospects Good

High cost and scarcity of other kinds of sugar will result in an increased output of maple sugar and sirup this spring. Maple sugar is principally a farm output, from trees growing in woodlots. The industry has been on the decline the past fifty years. The production of maple sugar in the country was 40,000,000 pounds in 1860 and only 14,000,000 in 1910; but that decline was partly offset by an increase in sirup from 1,500,000 gallons in the former year to 4,000,000 in 1910. There has been a considerable decline in the number of maple trees during the fifty year period; but if all available trees are used this year, it is believed that a substantial increase in sugar and sirup will result. High prices will stimulate production. The season for maple sugar is now at hand. During the first warm days of spring the sap within the trunk is put under pressure by the expansion of the air in the pores and cells of the wood, and that is the right time for tapping the trees. The sap and sugar remain in the trunk all winter and do not rise from the ground in the spring as was formerly supposed.

The Foreman's Place in the Mill

The *Woodworker*, Indianapolis, Ind., has the following summary regarding the foreman's place in the mill:

The sawmill foreman is the boss of every one working in the mill, except possibly the filer. He may not have authority to hire or fire the engineer, the sawyer or the millwright, but he has authority to give them orders regarding the work. He must be enough of an organizer to build up and maintain an efficient crew that will work together to the best advantage, so that the daily cut of the mill will be at or near maximum at all times, and even in the face of difficulties.

The sawmill foreman must know logs and finish sawed lumber, like an expert. He must know sawmilling thoroughly, in order to hold his own as the head of a modern sawmill crew. He should know how to saw, but there is no need of his being a crack sawyer. He should be something of an engineer and millwright, in order to intelligently direct repair work and keep the entire mill running in the best possible condition.

He must be able to recognize the relative efficiency of every member of the mill crew (including the filer) by the work they turn out. He should be the one to settle any differences that may come up between filer and sawyer, or any other members of the crew. He must look out for the interests of his men, and at the same time the interests of his company. If he is really big enough for the job, the company will look to him for results, and all orders will be issued through him.

Of course, in different mills, the requirements, qualifications and duties of the sawmill foreman vary greatly. Hard and fast rules can hardly be made to apply, for obvious reasons.

American Furniture for Colombia

Although only ten per cent of the 5,000,000 inhabitants of Colombia buy imported furniture, the trade is gradually increasing and prospects becoming brighter for the American manufacturer, according to a recent report on the subject by the Bureau of Foreign and Domestic Commerce.

Austrian bentwood chairs were in demand before the war, but the medium and cheap grades of American chairs are now selling very well. Furniture made of reed, rattan, and similar materials is gaining in popularity, as it is admirably suited to the climate. There is a good market for center tables, as the custom is to place a table in the center of the room and arrange upon it a large amount of bric-a-brac and ornaments.

The author of the report, Special Agent Harold E. Everley, urges that special attention be given to packing, as goods are carried by boats, trains, mules, and men, are exposed to tropical rains and sun, and are transshipped no fewer than six times between the coast and some of the interior cities. He also warns against sending veneered furniture into the tropical sections of the country. It will not stand the climate.

Copies of "Colombian Markets for American Furniture," Special Agents Series No. 162, can be purchased at the nominal price of 5 cents from the superintendent of documents, government printing office, Washington, D. C.

A Concerted Effort to Start Building

What is believed to be the most significant undertaking devised in recent months by building, material and allied interests, looking to bringing about improved conditions, is the movement of the National Association of Builders' Exchanges to place before the government the true facts that now affect the industry. To this end the Cleveland hardwood interests, members of the Cleveland Board of Lumber Dealers, are now coöperating. Interest of the hardwood trade here is indicated by the fact that the principal outlet, in building construction, for hardwoods, is in housing, and of this there has been practically none in the last several months. For this reason they and the board as a whole are earnestly endeavoring to assist the survey inaugurated by the Cleveland Builders Exchange, as part of the national campaign of the national builders' exchanges. "We not only will assist the local committee in gathering the data as it applies particularly to our branch of the business but will seek to interest the various national lumber associations in the question," says J. V. O'Brien, secretary of the board. "We feel the strength of the movement to present to Washington the necessary facts and arguments regarding the building situation should not be dissipated by the independent action of the various bodies, but that every branch of business involved in building should unite in common effort, so that a permanent committee at Washington, which can represent building interests in general, during the period of the war will result." This stand substantiates the resolution of the National Association of Builders' Exchanges, adopted at the national convention at Pittsburgh early in February, and in which a federal advisory board on national construction is urged.

Mahogany from Bluefields

The exports of mahogany and cedar logs from the Bluefields, Nicaragua, consular district, to the United States increased from 3,051,467 feet, valued at $176,043 for 1916 to 5,869,786 feet, valued at $734,483 for 1917.

Hardwood News Notes

MISCELLANEOUS

The National Refrigerator & Fixture Company, St. Louis, Mo., is now conducting business under the style of the National Refrigerator Company.

Ernest C. McCann has been appointed receiver for the Robinson & Curry Company, Marysville, O.

The Eagle Furniture Company, Jamestown, N. Y., has assigned.

The Ingersoll-Rand Company has succeeded the Gordon Millwork Company at Painted Post, N. Y.

The following are recent incorporations: The St. Clair Lumber & Manufacturing Company, St. Clair, Mich., capital $35,000; the Newark Woodworking Company, Newark, N. J., capitalization $50,000; the Garman Wheel Company, Oxford, N. C., capitalized at $50,000, and the Horgell-Hillstrom Shipbuilding Company, Prosper, Ore.

The name of the French Timber Company, Battle Creek, Mich., has been changed to the French Lumber & Manufacturing Company and the capital increased to $100,000.

The capital of the A. B. Klise Lumber Company, Petoskey, Mich., has been decreased to $75,000.

At Paducah, Ky., the Southern Hardwood & Tie Company is closing out.

A loss by fire has been sustained by the Memphis Furniture Manufacturing Company, Memphis, Tenn., and the Tidioute Furniture Manufacturing Company of Tidioute, Pa.

Among New York concerns who have incorporated recently are: the Newton Door Sash & Trim Company, Brooklyn, and the Rochester Moulding Works, Rochester, N. Y.

CHICAGO

The R. R. Slayton Mill Company has filed an involuntary petition in bankruptcy, as has also the Piano Back & Case Manufacturing Company, both local institutions.

The Dermott Land & Lumber Company announces that it has just moved its offices to the Steger building. The move was necessitated by a desire to enlarge its space, this being impossible in the Railway Exchange, where it has been located. The company is adding considerably to its force and will have much more extensive and desirable quarters in the new location.

It is stated that the Englewood Turning Company of Chicago is contemplating locating its plant at Lincoln, Ill. It is said that the present plant must be vacated on May 1 and the officials of the company are considering different locations.

P. E. Gilbert, vice-president, and J. B. North, sales manager of the Wisconsin Lumber Company, Harvester building, Chicago, left Sunday for a week's trip to the company's big mills at Deering, Mo. They will stop off at St. Louis on the way south and at Memphis on the journey home.

P. S. McLurg, president and general manager of the Kneeland-McLurg Lumber Company, Phillips, Wis., with Mrs. McLurg passed through Chicago last week en route to southern vacation points. The trip will cover about two months.

The Bissell Lumber Company of Marshfield, Wis., was represented in Chicago last week by F. K. Bissell and L. H. Schoenhofer.

Other prominent northerners were Chas. Gill of the Gill-Andrews Lumber Company, Wausau, Wis., and T. E. Lee, sales manager for the Below Lumber Company, Stanley, Wis.

A. O. Davis of the Sabine Tram Company, Beaumont, Tex., and secretary of the Southwestern Hardwood Manufacturers' Club, writes HARDWOOD RECORD that the club will hold its next meeting at Alexandria, La., on February 27.

Word comes by letter from the Pittsburgh Wood Preserving Company, Pittsburgh, Pa., that that company with the Ohio Wood Preserving Company, the Michigan Wood Preserving Company and the Acme Tie Company, will have general offices in the Century building, Pittsburgh.

BUFFALO

Horace F. Taylor is again giving his attention to the lumber business of Taylor & Crate, after spending several months helping out Uncle Sam in the purchase of lumber at Washington.

New York state officials are making it possible for farmers to use tractors for operating buzz saws to cut wood. Forty of these machines were used on farm work in all parts of the state last summer and twenty more are being purchased. All are equipped with pulleys for driving buzz saws. Conservation Commissioner Pratt is making a strong effort to increase the use of wood as fuel in order to help out the situation another

winter. He has arranged with the director of food production of the State Food Commission to have the tractors rented to individuals or to committees to produce cord wood at a nominal sum.

The lake shipyards are running at full capacity on new work, but do not seem to be interested in the increase of the lumber fleet. With less lumber moving by lake every year, and the prospects of not much being done during the next season, except where the railroads are unable to do the business, it may turn out that tonnage is sufficient. The sale of the steamers Arizona and H. E. Runnels by the W. H. White Transportation Company to Tonawanda parties shows that interest is still taken in that branch of the trade, and it is quite possible that the lumber fleet may earn as much money, according to its valuation, as any part of the lake fleet.

Ellicott Hall, built at Batavia over a hundred years ago, and a noted landmark of western New York, was recently destroyed by fire. It was a frame structure and was enclosed in 1802, so that the first sessions of the courts after the organization of Genesee county could be held there. It was not finished until 1804. It was used both as a court house and tavern until 1820, when the court crowded out the tavern. On clearing up the wreckage of the fire it was found that the old square timbers were in an excellent state of preservation, a fine testimonial to the solid construction of over a century ago. The frame was of beech timbers and part of the building had been sheathed with oak lumber before the clapboards were put on. The loss by the fire was $22,500 and the work of the firemen was rendered difficult by a temperature of 14 below zero.

BALTIMORE

Letters of administration were granted on the estate of Gen. Thomas J. Shryock, president of T. J. Shryock & Co., Inc., wholesale lumber dealers, who died February 3, in the Orphans' Court February 12 to Charles C. Homer, Jr., a bank president, and William D. Waxter, son-in-law of the deceased. The administrators bonded in the sum of $200,000, indicating a personal estate of that amount. A large part of it is said to be in life insurance. The granting of the letters revealed the fact that General Shryock left no will, and his property will be distributed in accordance with the laws of Maryland to the next of kin, who are his seven children. The lumber company, according to George F. M. Hauck, another large stockholder and close friend of the deceased for many years, will go on as heretofore, the heirs being satisfied to leave their interest in the business, though a new president will have to be elected and other unimportant changes made in the list of officers.

M. S. Baer of R. P. Baer & Co. has gone on a trip South, which will take him as far as Mobile. There he will inspect the new sawmill which the Magazine Hardwood Company, the manufacturing end of the firm, has just put into operation. The plant is of the double gang kind, with resaw, and is expected to turn out upward of 60,000 feet per day. It has an especially large power equipment, and in appearance looks not unlike the tabernacles that have been erected in various cities for Billy Sunday, having a curved roof. Construction has extended over the greatest part of a year, many delays having occurred in consequence of lack of material and for other reasons. The mill is regarded as one of the most complete in the South.

James Baer, for years on the selling staff of the firm of R. P. Baer & Co., has connected himself with the Kidd & Buckingham Lumber Company, which has a hardwood yard in southwest Baltimore and also conducts a wholesale trade. Mr. Baer, who is extensively known in the business throughout the northern territory and has made many trips into Canada, will give special attention to the wholesale end, and has an interest in the business. His numerous friends are wishing him every success in his new venture.

COLUMBUS

To organize the lumber and woodworking companies and plants of Franklin county, Paul B. Sisson, associated with the Western Lumber Company, Columbus, has been named chairman of this county's lumber industry division of the Ohio war savings committee. Similar organizations are being perfected in every county in the state. T. Gray, prominent Cleveland lumberman, has been named state chairman of the lumbermen's division of the Ohio war savings committee. He is devoting three days of each week at local headquarters in the organization of the lumber industry, as an agency for the sale of war savings and thrift stamps.

The Emory River Lumber Company, an Ohio organization with headquarters in Cincinnati, was authorized recently by the secretary of state of Ohio to increase its capitalization from $200,000 to $400,000. The increase will be in the form of an issue of $200,000 preferred stock, according to President J. S. Walker. The proceeds are to be used in business expansion and development. The company, which was organized about a year ago, has not begun active lumber operations, but expects to begin about June 1. It controls about 20,000 acres of timberland on the Emory river in Morgan county, Tennessee. The company is at present constructing a twelve-mile railroad through its properties, tapping the Queen & Crescent system at Lansing, Tenn. It is also installing a double band mill on its property. The timber is hardwood.

The Sandusky Cooperage and Lumber Company of Galion has been incorporated with a capital of $20,000 to deal in lumber. The incorporators are E. E. Enderlin, J. E. Cosey, H. L. Bodley, C. M. Gerhart and D. L. Dean.

Edwin E. Spencer, formerly connected with the sales force of E. E. Doddington Company and who was named a second lieutenant in the army, has been transferred from Camp Sherman, Chillicothe, to Vancouver Barracks, Washington.

The name of the Buckeye Mill & Lumber Company of Jackson, O., has been changed to the Buckeye Lumber Company.

Papers have been filed with the secretary of state increasing the authorized capital of the Lake Lumber Company, Newark, O., from $20,000 to $30,000.

The J. C. Yend Lumber Company, Ravenna, O., which has been in operation for several years, has been incorporated under the same name.

The capital of the Goodsell Manufacturing Company, Toledo, has been increased from $50,000 to $120,000. Officers have been elected as follows: Allen A. Smith, president, treasurer and general manager; Lieutenant G. Donald Smith, vice-president, and H. S. Schwartz, secretary. The concern is a jobber of sash, doors and building materials.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from factories and retailers. The worst feature of the trade, according to Mr. Horton, is transportation, which is held up by congestion and embargoes. Factories making boxes and implements are the best customers. Prices are firm all along the line.

The capital stock of the Central Lumber Company, Cleveland, has been increased from $25,000 to $50,000.

INDIANAPOLIS

The W. M. Simpson Lumber Company, Vincennes, Ind., last week held its annual banquet for its employes, all the managers of the company's yards being in attendance. According to a long custom of the company, prizes were distributed to the men who have made good business records during the year. William Steele of Indianapolis, representing the Brooks-Scanlon Lumber Company of Kentwood, La., was one of the principal speakers.

Lewis V. Boyle, a former prominent lumberman of Indianapolis, who retired several years ago when he moved to Pasadena, Cal., died last week after a long illness. He was eighty-eight years old and is survived by a widow and four children. Mr. Boyle was born in Clinton County, Indiana, and when he moved to Indianapolis established a lumber business under the name of Boyle, Cox & Co. He later moved to Tennessee, where he owned extensive lumber interests.

Fire caused a loss estimated at $7,000 to the plant of the Kirby Wood Lumber Company, Muncie, Ind., on January 30. The company's sash and door plant was practically destroyed with its contents in addition to two carloads of shingles. The loss was covered by insurance.

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Building operations in Indianapolis during January struck the lowest level in the history of the building department. The total value of operations was only $68,072, compared with $376,995 for the corresponding period of the previous year.

EVANSVILLE

The Evansville Lumbermen's Club, at its next meeting to be held March 12, will discuss the summer outing. There is some talk of calling off this outing in the interest of conservatism of the steamboats. During the recent freeze-up of the Ohio river and its tributaries, many valuable steamboats along the western rivers were wrecked by the ice gorges. President Worland is of the opinion that what boats are left should be kept busy handling freight.

The Karsch Lumber Co., Middlebury, Ind., capitalized at $10,000, has filed articles of incorporation with the secretary of state. It will engage in the lumber and building material business. Directors for the first year are John H. Karsch, Ira Kauffman, Herman A. Campbell, Fred W. Gampher and Robert W. Monger.

The Evansville Furniture Manufacturers' Association has elected the following officers to serve one year: President, W. V. Dixon, Evansville Bookcase and Table Company; vice-president, Gilbert H. Bosse, Imperial Desk Company; secretary and treasurer, Ernest A. Schor, Karges Furniture Company; directors, George O. Worland, Evansville Veneer Company; Harry Sable, Evansville Furniture Company; Henry Rusche, Specialty Furniture Company, and Charles M. Frisse, Globe-Bosse-World Furniture Company.

At a recent meeting of the directors of the Owensboro Wagon Company at Owensboro, Ky., a semi-annual dividend of three per cent was declared. The past year was the best the company has ever had.

J. C. Greer of the J. C. Greer Lumber Company has been ill for several weeks, but at this writing is some better and hopes to be able to go to his office within a few days.

The old planing mill and office building of the Cottage Building Company have been torn down. The company recently moved into new quarters on South Governor street.

Fire of unknown origin on January 30 destroyed the sash and door building of the Kirby Wood Lumber Company at Muncie, Ind., at a loss estimated at $7,000 with part insurance. Most of the contents of the building and two carloads of shingles were destroyed.

MEMPHIS

The Madison Lumber Company, which has been constructing a hardwood mill of about 40,000 feet capacity at Tallulah, La., for quite a while, reports that this has been completed and placed in operation. This company is capitalized at $50,000. Rudolph Sondheimer of the E. Sondheimer Company, is president thereof.

The Brown Land & Timber Company, with headquarters at Rhinelander, Wis., has opened offices in the Bank of Commerce and Trust Company building here for the purchase and sale of southern hardwoods. G. W. Everts, formerly of Minneapolis, Minn., is in charge. It transpires in this connection that this company is already operating extensively in the South and that it is prepared to turn out 15,000,000 to 20,000,000 feet of southern hardwoods at its mills at Helena, Ark., Champion, Ark., and Castor Creek, La. It is establishing a log yard at West Helena, Ark., capable of taking care of about 6,000,000 feet of logs.

Lumber shippers here have been advised, through a telegram to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, that they must secure licenses for the exportation of all hardwoods with the exception of gum to Canada. These licenses are to be obtained through the bureau of foreign and domestic commerce at Washington. This move is designed to insure that the United States will be able to secure all the hardwood lumber needed in the successful prosecution of the war.

The Gayoso Lumber Company has about completed the overhauling of its big hardwood plant at Memphis and plans to place this in operation in the immediate future. Extensive improvements have been made therein.

The Anderson-Tully Company is among the beneficiaries of the improved river conditions. It has been able during the past few days to resume operations at its mill in Memphis, at its big hardwood plant at Vicksburg, Miss., and at the plant of its allied corporation, the Morgan-West Box Company, at Madison, Ark. The Tennessee Hoop Company of Memphis, in which the Anderson-Tully Company is interested, has also been able to put its river craft in operation, thus insuring an adequate supply of elm logs for the manufacture of hoops, heading and staves of the slack variety.

J. W. Wheeler & Co., Madison, Ark., have been able to start up their machinery after extensive repairs and improvements made while they were unable, owing to the low stage of the St. Francis river, to secure ample log supplies. They have an excellent log supply now and their facilities have been increased. Among the improvements was the installation of equipment enabling the company to burn its sawdust for fuel.

W. A. Waddington, general manager of the Valley Log Loading Company, is rapidly recovering his health at South Pasadena, Cal., where he went about a month ago. Early last fall Mr. Waddington suffered a paralytic stroke and for a time his recovery was doubtful. Very flattering reports are reaching Memphis regarding his condition.

Among the conspicuous visitors to Memphis at present is J. Crosbie Foster of Williams, Richards & Co., Boundary Place, Liverpool, who is a guest of Russe & Burgess, Inc. His firm is engaged in the importation of hardwoods exclusively, but he says that the question of tonnage is so serious and that rates are so extraordinarily high that lumber importations are quite restricted. He further declares that the government is the only interest that is able to obtain anything like its requirements in the way of lumber and timbers and that, as a general proposition, importing firms, as well as other lumber companies, have had their forces badly broken by the drain made on their help by the demands for man-power at the front and behind the lines. Speaking of after-war conditions, Mr. Foster expressed the view that there would probably be some recession in prices on hardwood lumber as a result of reduction in transportation rates. However, he is a believer in the theory that demobilization is going to tie up a vast quantity of tonnage and that the change from a war to a peace basis can be accomplished only through a slow process of readjustment. He holds that there will be a large demand for lumber in England and Europe after the return of peace and is optimistic regarding the future of the importing business despite the war clouds which are lowering so black at present.

LOUISVILLE

There has been a general improvement in traffic conditions in this section within the past two weeks due to moderating weather, which has relieved the movement of coal somewhat, and enabled local shippers to move much more lumber. One operator reports that he has moved more stock in ten days than he had moved previously in two months. The general demand for all kinds of lumber is good, and orders are coming in freely. There is a big shortage of labor all through the South, and many of the mills are unable to obtain full crews, but at the same time there is a shortage of logs, and shortage of cars in which to move them to the mills, and the mill labor shortage is not being felt so much just now as

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would be the case if full supplies of logs were on hand. The car supply in the South is much better than it has been for some months, and loading is fairly heavy. Embargoes have been lifted in many sections, and lumber is now moving freely to the South and West, and much better to the North. However, very little lumber is moving into the eastern section, inside of the Buffalo-Pittsburgh district.

Dawson Brothers of Louisville, who recently organized the Dawson Brothers Lumber Company, and announced that a poplar beveling plant would be located in South Louisville, have decided to pass up operations for the present, as conditions are not satisfactory. Obtaining poplar from the South and making shipments into consuming territory are hard tasks. R. L. Dawson for the present has gone back with the North Vernon Lumber Company.

J. Crepps Wickliffe, secretary of the C. C. Mengel & Bro. Company, has resigned his position to enter the government service. He has gone to Washington, where he will be connected with the Signal Corps in the army service. Mr. Wickliffe will aid in purchasing and handling supplies for manufacturing aeroplanes, and will be the assistant of H. K. S. Williams, a retired New York lumberman, who is now head of the material section of the chief signal offices of the army equipment division.

Fire damage of approximately $50,000 was done to the plants of three woodworking concerns on February 19. Flames broke out in the plant of the Voss Table Company, destroying a portion of the veneer rooms, the boiler room, and spreading to an adjacent building used by the Embry Box Company for manufacturing boxes. A carload of boxes on a siding was also destroyed, but the blaze was prevented from spreading to the big lumber yards of the Embry Lumber Company and Embry Box Company. The loss to the Embry companies was about $10,000, and to the table company about $25,000. The latter concern is closely identified with the Embry interests, as several officers and directors of the Embry companies are also connected with the Voss company. The other fire destroyed the box factory of the Sunny Brook Distilling Company on West Broadway at an estimated loss of $10,000.

Rivermen in the lower Ohio valley have been busy for several weeks in fishing out logs which broke away from mill concerns on the upper Ohio and in eastern Kentucky during the recent flood stages and ice jams. Very few logs were salvaged in the Louisville district due to high water and heavy running ice, which made it impossible to reach them. Logging concerns have been offering very high prices for salvage, but it is said that there is so much ice in the Mississippi and lower Ohio that many logs will not be caught until far South. No damage of moment was done in the Louisville section.

The second February meeting of the Louisville Hardwood Club, held on February 19, following a meeting of the Southern Hardwood Traffic Association, was well attended and several matters of interest came up. Chief of these was discussion of a proposed eight-hour law in Kentucky, this measure now being before the state legislature. Three bills have been introduced, namely the J. T. Thornton bill, H. B. 18; the Robert Bays bill, H. B. 172; and the J. A. Leach bill, senate bill, 227. No action has been taken on the latter two bills, although the Leach bill is a sister measure of the Thornton bill, a dangerous measure which proposes an eight-hour law for all classes of labor, exempting agricultural and domestic workers. The Bays bill is along the same line as the Thornton measure, except that it is directed at manufacturers, contractors, miners and railroads, but could be construed to take in all lines. The Thornton bill was favorably reported by the committee on immigration and labor, read and placed on the calendar, and later read a second time and placed on orders of the day, where it stands a strong chance of passage.

The members of the club directed the secretary to write to the district members of the legislature, and to endeavor to keep the bill from being passed. It is claimed that labor is now very scarce, and it would be impossible to obtain double shifts if the working hours were cut from ten to eight hours a day, while on the other hand government work alone needs all of the labor that can be had.

Edward S. Shippen, president of the Louisville Point Lumber Company, has gone into eastern Kentucky in the Hazard district, in an effort to locate some hardwood logs for the local mills.

W. A. MacLean, president of the Wood-Mosaic Company, has just returned from a trip to New York and Washington. The company is giving practically its entire attention at the New Albany plant to getting out government orders.

A recent visitor to Louisville was in the person of John Churchill of the Churchill-Milton Lumber Company, Greenwood, Miss., who came up to look after some of the company's local business.

After spending two weeks at the mills at Holly Ridge, Monroe and Meeker, La., E. B. Norman, president of the Holly Ridge Lumber Company, is back at his office.

Immediately following a trip of inspection to the company's Arkansas mills, J. G. Brown of the W. P. Brown & Sons Lumber Company, Louisville, left for a visit to the mills at Fayette.

W. R. Willett of the W. R. Willett Lumber Company has gone to New Orleans on a short business trip. Harry Roy of the same concern has been in the South for several days looking for lumber.

Shippers of lumber in transit were hit hard in some cases by the embargoes and heavy snowfalls, which resulted in a lot of transit lumber being disposed of to jobbers and consumers at low prices in order to

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avoid paying high demurrage charges. Several manufacturers and jobbers of Louisville managed to pick up some excellent lumber at under the market as a result.

McCammon & Keller of Lebanon, Ky., have received a good government contract for spokes, and have leased the old plant of the Columbia Column Company at Lebanon, and installed machinery to manufacture spokes. This concern has been operating a sawmill near Lebanon, and has arranged to obtain most of its timber requirements. The spoke plant will employ about fifty men when running full.

ARKANSAS

The next annual convention of the Arkansas Association of Lumber Dealers will be held in Hot Springs on Friday and Saturday, June 7 and 8, 1918, according to the decision reached at the district meeting of the association, which was held in the Marion hotel at Little Rock on February 5. J. B. Webster, secretary of the association, also the vice gerent snark for Arkansas in the concatenated order of Hoo-Hoo, has announced that a concatenation will be held in connection with the annual in Hot Springs on the night of June 8. He has conferred with E. D. Tennant of St. Louis, secretary-treasurer of the order, and plans are being laid for a big state gathering. Mr. Tennant and Snark Priddie of Beaumont, Tex., are expected to be present.

The district meeting was well attended, interest was keen, and all appeared to enjoy and profit from the one-day session. J. C. Dionne of Houston, Tex., secretary of the Texas Lumber Dealers' Association, was the principal speaker and conducted a class in lumber retailing. He advanced some excellent and progressive ideas, and predicted a revolution in selling lumber at retail, saying that the time was soon coming when houses complete would be sold by a merchant selling the completed job, just as an automobile dealer sells a completed car, and not the various materials or parts that go to make up an automobile.

The Saint Francis Valley Lumber Company is the name of the new corporation recently organized at Piggott, Ark., with a capital stock of $40,000. The new corporation will deal in real estate and manufacture, buy and sell timber and timber products, especially lumber and staves. This concern is to all intents and purposes the successor of the old T. A. Foley Lumber Company, which has been operating at Piggott for the past few years. The officers of the new company are B. R. Bertrand, president; O. R. Bowman, vice-president, and H. W. Powell, secretary and treasurer. T. A. Foley and the officers named constitute the board of directors, while the other stockholders are H. L. Hodge, F. G. Foley and R. G. Southerland.

E. A. Fisher, A. F. Hayes and G. E. Wilson of Michigan have purchased the old Schussler stave and heading plant at Clarendon, Ark., and announce that they will remodel and overhaul the entire plant. They say the work of rebuilding will be rushed and that the plant will soon be ready to operate, turning out the same kind of stock as heretofore, namely, slack barrel staves and headings.

WISCONSIN

The Roddis Lumber & Veneer Company, Marshfield, Wis., has established a department of women's welfare to accommodate the increasing number of female employes in the plant, due to the shortage of male help. Miss Marian R. Knox, Ralston, N. J., has been employed as supervisor of women's work.

John Tracy, Appleton, Wis., manufacturer of hubs and spokes, has purchased the oak, basswood and pine timber on a forty-acre tract of land at Kaukauna, Wis., from the Green Bay & Mississippi Canal Company. It is expected that the tract will yield 100,000 feet of logs and 3,000 cords of cordwood. A contract for cutting the timber has been let. Mr. Tracy also has purchased 250,000 feet of birch logs near Monico, Wis., which already are beginning to arrive in Appleton by rail and insure an adequate supply of material to keep the Tracy plant busy for the rest of the year.

The Northern Casket Company, Fond du Lac, Wis., has increased its capital stock from $200,000 to $600,000 to accommodate the rapid growth of its business and output during the last few years. The company originally was organized as the Nehrbass Casket Company with a capital stock of $100,000. In July, 1909, the name was changed to the present style, and in July, 1913, the capital was doubled. In addition to the Fond du Lac plant, the company owns and controls large plants in Denver, Colo., and Sioux City, Ia. William Mauthe is president and general manager.

The Appleton Chair Company, Appleton, Wis., which recently purchased a tract of hardwood timber near Eagle River, Wis., is now receiving on an average of three carloads of logs by rail each day. A camp with thirty men has been at work on the tract for more than a month and taking out all maple and birch timber and expects to supply the Appleton plant with from 100 to 125 cars of logs during the next sixty days.

To gain the advantage of keeping its entire facilities occupied twenty-four hours a day, the Ahnapee Veneer & Seating Company, Algoma, Wis., recently split up its working force into two shifts and has thereby practically doubled its output without being obliged to seek additional help under present conditions of an acute shortage of labor.

Andrew Kaul, Jr., & Co., Merrill, Wis., have reopened their hub and spoke plant and are employing a crew of forty men. Logs are being received almost every day, and it is hoped to keep the plant in continuous operation until next winter.

The Jenkins Machine Company, 515 North Eighth street, Sheboygan, Wis., manufacturing woodworking machinery and equipment, has started work on the erection of a two-story shop addition, 45x65 feet in size, made necessary by increasing business for its products. The new facilities will be ready about April 1.

Milwaukee and Chicago capital, represented by Charles Friend, Bernard Rosenow and A. E. Kopps, Milwaukee, are completing details for the organization of the Badger Chemical Company, with a capital stock of $500,000, to establish a series of charcoal and chemical plants in the vicinity of Stanley, Wis. The company already has contracted to clear all timber and brush from 25,000 acres in the Stanley country during the next five years. The wood will be converted into charcoal, potash, alcohol and numerous other chemical by-products. The main plant will be located in Stanley, where a tract of fifteen acres has been acquired.

The Bekkedal Lumber Company, Couderay, Wis., believes a new record for log deliveries with a creeper type of steam log hauler was established when J. F. Crandall, the company's tractor engineer, brought a load of eighteen sleighs, each containing a little more than 4,000 feet of logs, to the Couderay mill from the camps.

The Mellen Lumber Company, Mellen, Wis., has issued orders that no more free lunches be served to visitors at its logging camps in the vicinity of Glidden, Wis. For several years the company extended this hospitality to camp visitors, but the practice recently has been abused and, in addition, the needs of food conservation have made it advisable to discontinue the practice.

It is believed likely that the unusued capacity of sash, door and interior woodwork factories in Milwaukee and immediate vicinity will soon be devoted to the manufacture of airplane parts and complete aircraft for the government, if the efforts of the Milwaukee County Council of Defense bears fruit. Due to the slackening of ordinary building operations, the interior woodworking factories are anxious to devote their facilities to other lines for which the equipment is suitable. Heretofore the government refused contracts for airplane materials to these concerns because of the lack of adequate assembling facilities, but there now is available a suitable plant in Milwaukee county for assembling and testing aircraft, and this has been offered to the government. In view of the urgent need of additional facilities for pushing the government airplane program, it is hoped that the offer will be accepted.

The Northwest Engineer Works, Inc., Green Bay, Wis., has been organized by H. G. and L. H. Barkhausen of that city to take over and enlarge the marine engineering and shipbuilding plant of the Hartman-Greiling Company, Green Bay. Four berths will be installed, making a total of six. The Barkhausen interests recently closed contracts with the federal shipping board which insure continuous operation of the enlarged plant at maximum capacity for a year and a half to two years. The company will build wooden, wood and steel and all-steel ships suitable for both Great Lakes and ocean service, complete in all details.

The Hatten Lumber Company, New London, Wis., expects to drive at least 250,000 feet of logs down the Embarrass river during the coming summer. Some time ago it was announced that the 1917 drive was the last, but in view of the existing conditions of railroad traffic and equipment, it has been decided to take advantage of the water route with at least one more drive.

The Silent Washer Company, Clintonville, Wis., is now operating its new power and manual washing machine factory. Robert Fischer has retired as secretary and treasurer and J. L. Zehrns, general manager, has been elected secretary. Max Steig becomes treasurer. G. W. Buttles is works manager.

C. W. Carlson, cashier of the State Bank of Oconto Falls, Wis., has been elected a director of the Union Manufacturing Company of that city, to succeed A. Lipschultz, who resigned.

The Northern Furniture Company, Sheboygan, Wis., recently presented each employe with a thrift card containing two 25-cent thrift stamps as a gift calculated to promote war savings.

The Gold Medal Camp Furniture Company, Racine, Wis., has divided $20,000 in cash among its 150 employes as a bonus on 1917 earnings. The amounts ranged from $25 to $300, according to length of service.

Charles Good, for several years superintendent of the Oconto Company, Oconto, Wis., has received a commission as first lieutenant in the U. S. Forestry Engineers' Corps and left February 18 for Washington, D. C., to report for active duty. Lieut. Good is a son of F. W. Good, superintendent of the Bay de Noc Lumber Company, Nahma, Mich., and a graduate of the University of Michigan.

James W. Hubbard, for twenty-one years general manager of the McDonough Manufacturing Company, Eau Claire, Wis., manufacturing saw mill and woodworking machinery, has resigned to accept the general management of the United States Switch Company, Eau Claire, which he recently helped organize and of which he was elected president at that time. His successor has not yet been named.

Miss Lonna Parker, daughter of Frank H. Parker, president and general manager of the Mueller & Son Box Company, Milwaukee, was married recently to Herbert Segnitz, a widely known real estate man of Milwaukee.

P. S. McLurg, president of the Kneeland-McLurg Lumber Company, Phillips, Wis., left recently with Mrs. McLurg on a two months' sojourn in the sunny South. It is Mr. McLurg's first vacation in more than five years' time and was made necessary by his long and close application to his duties. A trip to Cuba is part of the itinerary of Mr. and Mrs. McLurg.

Brown Brothers Company

"Buttcut" Brand

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Oak and Ash
Dimension Stock for All Purposes

Gainesville and Gunntown . . . . . Florida
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LENOX LUMBER

KENTUCKY SOFT TEXTURED
White Oak, Poplar
Hardwoods

American Lumber & Mfg. Co.
PITTSBURGH, PA.

E. A. Mercadal Lumber Co.

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953 National Life Bldg., CHICAGO

Northern Hardwoods	*Southern Hardwoods*
3 cars 8/4 No. 1 Com. & Better Birch	1 car 4/4 Fas Tupelo Gum
2 cars 6/4 No. 1 Com. & Better Birch	1 car 4/4 No. 1 Common Tupelo Gum
5 cars 1" No. 3 Maple	2 cars No. 2 Merchantable Hemlock
1 car 1" No. 2 Birch	2 cars 1x4 Merchantable Hemlock Strips
1 car 6/4 No. 2 Com. Oak	1 car 1" Fas Basswood Strips
1 car 4/4 No. 2 Com. Oak	

Jackson & Tindle

ELM and BIRCH

4/4 to 12/4 All Grades
Well assorted stock

4/4, 5/4, 6/4, & 8/4 No. 3 Hardwood

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MUNISING, MICH.
JACKSONBORO, ONT.

Main Office
BUFFALO, N. Y.

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Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

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Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

The Hardwood Market

CHICAGO

A slight tendency to shipping improvement is remarked locally. Better weather has helped materially and the confidence is generally expressed in this market that with the advance of more open conditions the centralized control of freight movement will make noticeable progress toward straightening out the shipping tangle. The many unusual influences have made it impossible to get straightened away on a clear cut analysis of what the local buying situation is, but at present the outlook still seems mixed. The box makers lead the list in demand for lumber, this trade being featured by a shortage of necessary material. On the factory end the greatest uncertainty exists, conditions here varying with the individual products and conditions surrounding markets in each case. In industries dependent upon building there is a growing hope that the spring months will see more building made possible by imperative necessity, while among the factories some people report considerable activity in sales, while others are unable to keep running on full time. War work is filling an ever more important place as a consuming factor.

BUFFALO

The embargo situation is the chief source of complaint in the hardwood trade. Business is fair, but would be much better if it were possible to accept all the orders received. It is almost impossible to ship to any great distance and much delay occurs in the arrival of stocks from the mills. The war factories are in need of considerable stock, particularly for the manufacture of airplanes, automobiles and ships. Prices on most woods are holding strong and everything that can be used is in ready demand. A large sale in crating stock of various woods is also reported.

The building trade, outside of the construction of factories, has been disappointing so far this year, though the outlook appears to be as favorable as a year ago. But funds for speculative construction are not available in large amount and are not expected to be this spring. The furniture trade is also on a rather light basis and the furniture men are having much difficulty in making shipments because of the shortage of cars as well as the numerous embargoes. Some furniture and other woodworking concerns are giving their attention to war work and so manage to keep busy.

PITTSBURGH

The market for hardwood is confined chiefly to the industrial trade and to small manufacturers of furniture, handles, etc. The yard trade is not taking hold worth a cent so far. Retailers are not yet ready to talk business in lumber buying. They prefer to wait until they can size up better the building situation at a little later date. Glass factories are taking only a fraction of the hardwood that they formerly used.

The big demand is from furniture and handle factories. The former find it very difficult to get high-class stock that is dry and can be secured promptly. The latter are scouring the country for little tracts of hickory and other woods, and are taking now many lots of timber that would have been turned down five or ten years ago. There is a great demand also for maple flooring.

Few changes have been made in wholesale prices the past month. In fact, wholesalers have been laying on their oars and only this week have they begun to get their men out on the road.

Joseph W. Cottrell of the Cottrell Lumber Company, which has a splendid hardwood trade with industrial concerns of this city, is down South this week looking over stocks at the mills.

The enormous demand for mine props along the Baltimore & Ohio and Pittsburgh & Lake Erie railroads is causing every kind of hardwood timber in northeastern Ohio to be slaughtered this winter on account of the prices being paid. For hickory and oak prices are far higher than were ever paid before, and the big question is whether a lot of this timber will pass inspection when it comes to the final consumer.

The American Lumber & Manufacturing Company is very busy on its shipments of 21,000,000 feet of ship timber which the Government bought for delivery by next June. A large part of this timber will come from the company's big hardwood operation at Lenox, Ky.

BOSTON

The situation of the hardwood trade in New England is very much involved with the transportation question, and its effects on all business. The coal supply has failed to improve and restricted operation has covered most industries even to those on urgent war orders. This statement is sufficient to indicate the difficulties here, the consequences of which will depend largely on future developments. Dealers are finding opportunity to get in a little long distance stock and locally produced or stored lumber is moving in volume and price on a scale never before contemplated. The trade shows every evidence of underlying strength and a disposition to "carry on" no matter what conditions are. One large hardwood yardman is quoted as feeling able to meet any of the commercial handicaps imposed except the problem of deriving and paying the several state and national tax obligations.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BALTIMORE

The members of the hardwood trade, along with other lumbermen, are up against it in the matter of transportation. Whatever business they might be able to get is blocked by the railroads, which are unable to supply cars and seem to find it impossible to move them, even when they have been loaded or unloaded. Of course, the demand has been affected somewhat by the policy of the government in subordinating everything to the war industries and, lately, to the shipbuilding program. Nothing that would tend to interfere with the activity at the ship yards, such as curtailment of supplies, is encouraged by the federal authorities, so that it is often out of the question even to have stocks of hardwoods accepted for shipment by the railroads, even though a government permit may have been obtained. This reduces the distribution to decidedly small proportions, with no prospect that they will be expanded in the near future. Of course, the milder weather is distinctly in favor of a revival in the trade, or at least of a somewhat enlarged movement. The railroads have no snow blockades to fight now, or is it necessary to buck up against other extraordinary obstacles, and they can give their attention to the movement of freight to a degree that appeared to be out of the question during the period of intense cold and snow. But in various ways the volume of business is held down to small proportions. To be sure, there is no prospect of a congestion of stocks even at producing points, for the same causes that hampered the dealers have also interfered with production, and the saw mills have fallen far below their normal output. Whether they will shortly get back to something like the old output remains to be seen. It looks now as though the labor question would become as troublesome as other retarding factors have been in the past. With the government holding all manner of inducements to workers, there is every prospect that it will be made utterly impossible for private employers to compete in the matter of wages and otherwise; for anyone at all willing to work can get employment at one of the munitions factories or on government projects and obtain far higher wages than a saw mill can afford to pay. It may be said that on all stocks which the sellers can deliver they are in a position to get very attractive prices; but the orders taken are relatively few in number for the reason that there appears to be no way of filling them. The high level of values applies to every division of the hardwood trade, and in recent weeks even the box makers have been in the market for almost anything that would serve their purposes in the way of the lower priced hardwoods. The information from abroad seems to be to the effect that a still further narrowing of foreign shipments may be looked for, the British and other governments holding down their requirements to the lowest possible limit.

COLUMBUS

The hardwood trade in central Ohio territory has ruled rather firm during the past fortnight. Demand from factories is the best feature, although quite a number of inquiries are received from retailers. While transportation is still bad, some improvement has been reported in places. On the whole, the demand would be better were it possible to make shipments more promptly. Prospects are for a continuation of the tight transportation situation.

Retailers have only fair stocks and there is a disposition to order for March and April delivery, if delivery could be assured. As it is some of the dealers are taking a chance and are placing orders. Others are holding off to see what will develop. Building outlook is slightly improved in central Ohio territory and a few buildings are under consideration. Some dwellings, apartments and business blocks will undoubtedly be constructed. Rural dealers are buying fairly well, as prospects for construction work in the country districts are good.

Box and implement factories are the best customers among manufacturing establishments. Furniture factories are also in the market for some stocks; but as a whole buying on the part of factories is for immediate needs only. Collections are not as prompt as formerly.

Quartered oak is in good demand and prices are unchanged from a fortnight ago. The same is true of plain oak. White oak is higher than red oak. Chestnut is strong, especially the lower grades. Poplar is in good demand and the same is true of ash and basswood.

CLEVELAND

Fears that many hardwood plants in the flats would be damaged by flood should the Cuyahoga river rise beyond the high water level were allayed last week when a warm spell loosened up the ice in the lake sufficient to allow the water to pass out. This warm spell also served to bring out some buying for construction under way, which had been held up on account of the cold weather. Shipping has not improved, but with what little buying was brought out the market for hardwoods as a whole is firmer, though not actually changed. The outlook for hardwood use now is a sort of flash in the pan effect, as absence of improvement in financial conditions does not make for good prospects for new work. The several Cleveland jobs under way therefore can be depended upon to be the principal consumers of material. There has been a slight weakening in maple flooring, but not enough to affect prices. Oak flooring is a bit firmer, but also held at former figures. In these lines it is believed the principal demand will be noted when the real spring drive starts. Transits are coming into Cleveland in a limited way only. Cars are almost as scarce as ever.

The following stock is in excellent condition, *ready for immediate shipment*

5/4"	No. 2 Com. & Btr. ASH	41,000'
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4/4"	No. 3 Com. SOFT ELM	30,000'
5/4"	No. 1 Com. & Btr. BIRCH	81,000'
4/4"	No. 1 Com. & Btr. BIRCH	108,000'
8/4"	No. 2 Com & Btr. BIRCH	17,000'
5/4"	No. 3 Com. BIRCH	56,000'
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6/4"	No. 2 Com. & Btr. MAPLE	316,000'
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10/4"	No. 2 Com. & Btr. MAPLE	34,000'
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Stack Lumber Company
Masonville, Michigan

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Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience
IN WALNUT ONLY

Prompt Shipment, and
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BLISSVILLE, ARKANSAS
MANUFACTURERS
Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.
As Well As
OAK, ASH and GUM LUMBER
Can furnish anything in Oak, air dried or kiln dried, rough or dressed
MIXED ORDERS OUR SPECIALTY

Swain-Roach Lbr. Co.
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We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

4 cars 8/4 No. 1 com. & better Elm; 1 car 12/4 No. 1 com. & better Elm; 1 car 4/4, 8/4, 12/4 Log Run Plain Sycamore; 2 cars 4/4 1s & 2s Sap Gum; 1 car 4/4 No. 1 com. & better Quartered Red Oak; 1 car 1x4½—5—5½ Quartered White Oak Strips; 1 car ⅝ 1s & 2s Plain Oak.
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STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

For Every Reason
Now is the time to buy timber. Market values are already on the up grade. They would be due for a rise even if times were normal.
Under present circumstances the upward pressure is doubly strong.
Buy Timber Now!
The war, when we were out of it, promised a great market for lumber in the near future. Now that we are in the war the demand is heavy, immediate and pressing, with promise of after-war demands greater than before. Everything points with unmistakable directness toward investments in timber now—today.
We have or can get what you want.
James D. Lacey & Co.
INTERNATIONAL TIMBERLAND FACTORS
EST. IN 1880
1750 McCormick Bldg. CHICAGO — NEW YORK 30 East Forty-second St — SEATTLE 626 Henry Bldg.

INDIANAPOLIS

Business conditions have been improved during the last week. Weather conditions are more favorable and many plants that were closed during the blizzards of December and January are in operation again. Transportation conditions are slightly improved and railroads are promising a larger supply of flat cars. Very few logs are being hauled to the mills as yet because of bad roads, and high water has handicapped mills depending on water transportation for their supply. These conditions are improving rapidly, however.

The trade reports an increased demand. Consuming plants that are working on sub-contracts for the government are heavier buyers. Furniture industries which have been hampered in their operations as a result of traffic conditions and the coal shortage are buying more heavily. Better weather also has aroused interest among retailers.

The belief prevails quite generally that hardwood prices are destined to become higher soon because of the higher cost of logs and other materials. The call for quartered white oak is strong and the demand for thick plain oak is increasing also. The gum demand is improved.

EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southwestern Indiana has been picking up for the past week or ten days and in the opinion of both manufacturers and retailers, business will continue to improve as spring advances and weather conditions get better. Logs have been coming in more freely there are more flat cars and manufacturers ought to receive all the logs they will from this time on. Mills in this section are gradually resuming and two of the largest hardwood mills in Evansville are now being operated on steady time. Orders are coming in nicely and inquiries are more numerous than they have been for some time. Prices are holding firm with a tendency to increase. Quartered white oak is in good demand, as are most of the first class grades of hardwoods. Collections are good. General trade conditions are better and the car shortage is not so serious at it was. The various wood consuming factories in Evansville are running on better time. Furniture factories are busier than they have been any time during the present year. Veneer manufacturers report the outlook fairly good. Building operations are picking up some. In the opinion of architects and contractors there will be a big improvement in building after the first of March. Planing mills are fairly busy and sash and door men report trade looking up some.

LOUISVILLE

Orders are now coming in fairly well for almost all grades of lumber. The furniture and automobile manufacturers have been buying more freely, and there is a good demand from the talking machine manufacturers and some other cabinet workers. Hardwood flooring is rather weak just now, but such lines as are not active are not affecting the general demand much, as the government demand is so heavy that all lines are active. Thick oak and ash are especially active, with a steady call for poplar, cypress, hickory, maple and elm. Mahogany and walnut are very active, and are in big demand for manufacturing gunstocks, aeroplane stocks, and other government requirements. Veneer mills report general activity, and a good demand for glued-up stocks, while the panel plants are all operating to capacity. Interior trims have not been very active, due to the fact that there is very little building underway and very little in sight. It is claimed that with the exception of plant additions and cheap residences, there is very little building in sight for some months to come. However, gum, which has become of much importance in interior work, is in good demand, with prices high and advancing. Prices on all hardwoods are strong, with indications of becoming higher as transportation facilities improve, and the demand begins to move stock more freely.

MILWAUKEE

Although the unfavorable railroad freight situation has been a thorn in the side of the northern hardwood lumber industry for many months, the shortage of cars and general congestion at terminals in recent days has had a particularly depressing effect upon manufacturers of furniture and other woodworking plants in Wisconsin. The condition is illustrated by the case of Sheboygan, a center for the manufacture of hardwood products, where factories are 200 or more cars short of immediate needs and warehouses are piled to the roofs with marketable goods. The ordinary daily needs are forty cars, but for weeks less than half this number has been available. The same complaint is heard from other localities, while sawmills in the North find increasing difficulty in getting sufficient rolling stock to keep manufactured lumber moving according to delivery specifications. At the end of January, forty-three large mills were nearly 12,000 cars short of requirements. A heavy snowstorm of February 15 and 16, which was especially severe in the North, has increased the seriousness of the situation.

Prices on all grades of hardwood are holding firm all along the line and the tendency continues upward. The sharp advance in logging costs is now beginning to be reflected in manufactured lumber prices, but its full force probably will not become apparent for several months longer. The demand at mills continues to be far in excess of the supply. Retail yards are buying sparingly, due to the government's suggestion that building operations be curtailed. The industrial demand, however, continues good, but is predicated largely upon government requirements.

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No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED EXPERIENCED MAHOGANY

Lumber inspectors who are American citizens; not subject to draft; steady employment for competent men. HUDDLESTON-MARSH MAHOGANY CO., 33 W. 42nd St., New York, N. Y.

WANTED

Log Buyer and Inspector. High-class man. State experience and salary.
Address "BOX 20," care HARDWOOD RECORD.

WANTED—LUMBER INSPECTOR.

Good man on maple, beech and birch. Must be reliable, understand handling of men and a hustler. Apply H. T. KERR LUMBER CO., Inc., 800 Ellicott Square, Buffalo, N. Y.

WANTED—HIGH-CLASS

all around man as superintendent logging, lumber and veneer plant in Arkansas, employing between 600 and 700 men. Advise fully in first letter regarding age, experience, references, etc. Address, "Box 27," care HARDWOOD RECORD.

EMPLOYMENT WANTED

MANUFACTURERS-WHOLESALERS-EMPLOYERS

when you want good Salesmen, write the Empire State Association of Lumber, Sash & Door Salesmen, J. H. RUMBOLD, Sec'y, North Tonawanda, N. Y.

TIMBER ESTIMATING

TIMBER ESTIMATING

THOS. J. McDONALD,

Forest Engineer,

East Tennessee Bank Bldg.,

Knoxville, Tennessee.

HARDWOOD TIMBER ESTIMATOR

NORTHERN, SOUTHERN AND TROPICAL TIMBER

D. E. Lauderburn, Forest Engineer,
158 Fifth Avenue, New York, N. Y.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WE NEED 5,000,000 FEET

No. 1 Poplar Logs

24" & up. We will inspect and pay for logs at your siding. Write or wire us.

THE LOUISVILLE VENEER MILLS,
Louisville, Ky.

WE ARE IN THE MARKET

For the black walnut logs 14" and up diameter, 4½ ft. and longer. We inspect at loading point and pay cash. BREECE VENEER CO., Kenova, Va.

TIMBER LANDS FOR SALE

TEN TO TWO HUNDRED MILLION

As desired. Hemlock and Hardwood. Northern Wisconsin. No Commission. Address LAND COMMISSIONER, Soo Line, Minneapolis, Minn.

LUMBER WANTED

WANTED TO BUY

4/4 No. 3 Common Ash resawn
5/4 No. 2 Common White Ash or Soft Maple
5/8 No. 2 Common White Ash
4/4-5/4 and 6/4 Basswood or Buckeye
4/4 No. 2 and Better Rock Elm—Green
THE TOLEDO METAL WHEEL CO., Toledo, O.

WANTED TO BUY FUEL WOOD

All kinds for shipment to Chicago. Prompt pay. Good prices. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

MANUFACTURERS—TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists. R. H. CATLIN CO.
Equitable Bldg., Wilmington, Del.

WANTED TO BUY

3 cars 2x4x4x4—12' No. 1 oak poles
5 cars 3x4½—12' No. 1 oak poles
2 cars 3x4—7' oak reaches
3 cars 1¼x2¼—4'6 & 5' No. 1 oak handles
2 cars 2x2—30 clear oak squares
2 cars 2x2—30 clear gum squares
5 cars 4/4 dry log run beech
5 cars 6/4 dry log run hickory green
5 cars 10/4 No. 1 Com. & Bet. hickory
5 cars 10/4 No. 1 Com. & Bet. Oak
2 cars 2x2—19 & 22" clear oak
2 cars 2x2—36 & 48" clear white maple
5 cars 4/4 No. 3 Com. dry Chestnut
5 cars 4/4 No. 2 Com. & S. W. chestnut.

We can furnish government order numbers on any of our orders. Let us know what you can furnish.

THE PROBST LUMBER COMPANY,
Cincinnati, Ohio

WANT TO BUY

Dry or will place sawing order for 4/4" and 5/4" No. 2 common and better Southern beech, soft maple or willow, pin worms no defect.

BABCOCK LUMBER COMPANY,
McCormick Bldg., Chicago, Ill.

WANTED

Oak cross ties, switch ties, car stock, planking, etc. Oak, ash, hickory, gum and poplar, all thicknesses and grades. We are constantly in the market for material of this kind, also wagon dimension stock, long oak timber sawed and hewn, both red and white oak, inspection as loaded; payment at car side. What have you to offer? Write nearest office. W. B. CRANE COMPANY, Chicago, Ill., P. O. Box 67, Ashland, Ky., Jonesboro, Ark.

LUMBER AND LOGS

Wish to contract blocks of Southern stock or the entire cut of several mills in Gum, Oak, Ash and Maple and wagon material at fair market prices and advance money on stock in pile. Will furnish capital to help finance your business on deal covering several years. Address "BOX 55," care HARDWOOD RECORD.

WANTED

1—10 cars 4/4 No. 2 Com. Ash rough
**1—10 cars 4/4 No. 3 C. Oak & Ash rough, D2S & Res
1—10 cars 4/4 sound wormy Chestnut
**1— 5 cars 4/4 No. 2 C. Basswood, Buckeye or B Poplar, rough, D2S & Res
**— 5 cars 4/4 No. 3 C. Basswood, Buckeye & Poplar, rough, D2S
**1—10 cars 6/4 No. 3 C. Basswood & Poplar, D2S & Res, Res rough
**1—10 cars 6/4 No. 2 & No. 3 C. Elm, Gum, Tupelo, D2S & Res, Res rough
**1— 5 cars 3/4 No. 2 & 3 C. Elm, Gum, Tupelo, D1S or rough

Can furnish government contract numbers for items marked **.

Quote F.O.B. car, mill or delivered Kane & Philadelphia rates.

MELL-VIALL LUMBER CO.,
Philadelphia & Kane, Pa.

WANTED—OAK CROSS TIES

Switch ties, plank and timbers. Illinois and Indiana stock. GILLIS & COMPANY, Heyworth Bldg., Chicago, Ill.

LUMBER FOR SALE

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

The vast shipbuilding industry, in addition to its already large business in building, furniture, interior woodwork and R. R. lumber, make Philadelphia an attractive field. Hardwood Lumber is my specialty. Correspondence solicited.

FOR SALE—PLAIN OAK

100,000 ft. 4/4 No. 2 common plain oak at $21.00, f. o. b. Dickson, Tenn. H. T. COWAN LUMBER COMPANY.

Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 38 years experience.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

James D. Lacey Lumber Co.

332 South Michigan Avenue, Chicago

REMEMBER KELLOGG'S CAIRO SERVICE

When you want mixed cars or quick shipments of Southern Hardwoods. KELLOGG LUMBER CO., Cairo, Ill.

FOR SALE

22,000' 4/4 FAS plain white oak
24,000' 4/4 selects plain white oak
75,000' 4/4 common oak
20,000' 4/4 sound wormy oak
34,000' 4/4 No. 2 Com. quartered white oak
41,000' 4/4 clear face strips 2½" to 5½"
18,000' 4/4 FAS plain red oak
10,000' 4/4 selects plain red oak
47,000' 4/4 No. 1 Com. plain red oak
40,000 4/4 No. 2 Com. plain red oak
15,000' 4/4 No. 4 common poplar
22,000' 4/4 No. 1 strips
18,000' 4/4 No. 1 Com. Chestnut
17,000' 4/4 No. 2 Com. & Btr. Black Gum
6,000' 4/4 No. 2 Com. & Btr. Maple
40,000' 4/4 No. 2 Com. & Btr. Beech
30,000' 4/4 No. 3 Com. Beech
AMERICAN LUMBER & MFG. CO., Pittsburgh, Pa.

MACHINERY FOR SALE

FOR SALE

Guy derrick, 50' mast and 70' boom built of angle iron with upright boiler, hoisting and swinging engine complete;
1 Corliss engine (125 H. P.)
1 generator direct connected (300 K. W.)
2—150 H. P. boilers
1 smoke stack 4'x100'
LOUISVILLE PLANING MILL CO., INC., Louisville, Kentucky.

FOR SALE—AT PORTLAND, ARK.

1 Sinker-Davis 7' band mill; 1 Jumbo carriage; latest improved friction set works; steam feed; 1 gang edger; 1 slab conveyor; 600' heavy link chain with patent conveyors; stand pipe and drive gearing. WRIGHT-BACHMAN LUMBER CO., Bostic, N. C.

FOR SALE

6 ft. Fay & Egan band mill with 8" steam feed; steam nigger; steam kicker; trimmer and gang edger; 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio.

FOR SALE—3 BOILERS

1—56x24; 1—42x24
Good condition and will sell at bargain.
GEORGE M. PERSONETT, Brookville, Ind.

A COMPLETE BAND SAWMILL

And planing mill for sale, consisting of two boilers, Clark engine, Clark 8' band mill, Mershon resaw, edger, slasher, automatic trimmer, dynamo and engine, steam log turner, loader, etc., complete filing room equipment, lath mill and bolter, fire pump, shafting, conveyors, transfers and belting. Woods double surfacer, L. Power matcher, American resaw. All machinery has been kept in first-class condition in our own shops. Mill completed sawing in November, 1917. Will sell complete only. UNITED STATES SPRUCE LBR. CO., Marion, Va.

FOR SALE—CHEAP

2 large stave saws; 2 medium trip jointers; 1 large heading saw; 1 large double wheel jointer; 1 lath saw; 1 sawmill, capacity 15M daily, complete with boiler, engine, wood-saw, shafting, pulleys and belts. Address, HAMMER BROS., Hillsboro, Wis.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

BUSINESS OPPORTUNITIES

CUSTOM WORK IN

Sawed and sliced Veneer can be taken on by modern equipped plant, Indiana point, 6 railroads, ample coal supply, two saws, 14 and 16 foot stay log, one 12-foot slicer, 13-foot Textile dryer, large warehouse capacity, experienced, efficient operators. Can operate day and night.
Address "BOX 25," care HARDWOOD RECORD.

FOR SALE—WAGON FACTORY

Brick buildings, equipped with best machinery. Ten acres, out of city but within switch limits. Six years' established business and an enviable record for high grade wagons. Location right at best remaining hardwood district. No sales department necessary to sell capacity of 4,000 wagons per year, within two hundred miles of plant. Would sell at an unheard of bargain. Investigate. FORT WORTH WAGON MFG. CO., Ft. Worth, Texas.

FOR SALE OR LEASE

at bargain price, lumber yard, Cincinnati, Ohio. Excellent siding facilities, sheds, etc. Almost immediate possession. Communicate quickly if interested. Address "BOX 29," care HARDWOOD RECORD.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 4/4 & 6/4", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR. 5/8"; **COM. & BTR.** black, 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4-8/4", reg. wdth. & lgth., 8 mos. dry, nice stock. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. & BTR., on grade, 4/4-16/4"; 1 **FACE CLEAR STRIPS** 4/4-8/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 10/4", 7" wide, reg. lgth., 1 yr. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR. 5/4"; **NO. 3 C.** 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN 5/8", yr. to 4 mos. dry. SWAINROACH LUMBER CO., Seymour, Ind.

BIRCH

NO. 2 C. & BTR. 4/4", reg. wdth. & lgth., 8 mos. dry, full log run; **NO. 3 C.** 4/4", reg. wdth. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, NO. 1 C., & NO. 2 C. UNSEL., all 6/4"; **NO. 1 C. & BTR. UNSEL.** 8/4"; **FAS SEL. RED** 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 5/4-10/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-8/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS 6/4", **PANEL** 4/4", 18" & up wide. ANDERSON TULLY CO., Memphis, Tenn.

CYPRESS

SEL. 4/4"; **PECKY** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS & SEL. 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

SEL. 4/4", reg. wdth. & lgth.; **FAS** 5/4", reg. wdth. & lgth.; **NO. 1 SHOP** 4/4 & 5/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 1 yr. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM

NO. 1 C. & BTR., 6/4"; **LOG RUN** 12/4 & 16/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 10/4", dry; **NO. 1 C.** 10/4", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C. 6/4", reg. wdth. & lgth., 7 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 4/4 & 12/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

MILL CULL 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 6/4"; **NO. 2 C. & BTR.** 6/4, 8/4, 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 12/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

LOG RUN 8/4, 10/4 & 12/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 2 C. 6/4 & 12/4". RUSSE & BURGESS, INC., Memphis, Tenn.

LOG RUN 8/4 & 12/4", dry. SWAINROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 2 & BTR., 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS 5/4"; **PANEL** 4/4", 18" & up wide; **NO. 1 C. & BTR., QTD.,** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 5/4 & 6/4", reg. wdth. & lgth., air dried; **NO. 2 & 3 C.** 4/4", reg. wdth. & lgth., air dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., over 4 mos. dry; **NO. 1 C. & BTR.,** 6/4, reg. wdth. & lgth., over 4 mos. dry; **NO. 1 & 2 C.** 5/4", reg. wdth. & lgth., over 4 mos. dry. HOWE LUMBER CO., Helena, Ark.

HARDWOODS FOR SALE

FAS 5/8", 13-17", reg. lgth.; **FAS, NO. 1 C. & NO. 2 C.** 5/8", reg. wdth. & lgth.; **PAN. & W. NO. 1** 4/4", 18" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 5/4 & 6/4", reg. wdth. & lgth.; **NO. 2 C. & BTR.** 3/4", reg. wdth. & lgth. PENROD-JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 5/8"; **NO. 1 C.** 4/4"; **NO. 2 C.** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 COM., 4/4 & 5/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

NO. 1 C. & BTR. 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., air dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C. & BTR. 6/4 & 8/4", reg. wdth. & lgth., over 5 mos. dry. HOWE LUMBER CO., Helena, Ark.

FAS & NO. 1 C. 5/8", reg. wdth. & lgth.; **FAS** 3/4", 12" & up, reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

BOX BDS. 4/4", 13-17". RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—QUARTERED RED

FAS 8/4"; **NO. 1 C. & BTR.,** 4/4 & 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR. 5/4, 6/4 & 8/4", sap no def.; **NO. 1 C. & BTR.** 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4"; **NO. 1 C.** 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 3/4", reg. wdth. & lgth.; **NO. 1 C.** 3/4 & 4/4", reg. wdth. & lgth.; **FAS & NO. 1 C.,** sap no def., 10/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

GUM—TUPELO

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

No. 1 C. & BTR., 4/4 & 6/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 6/4"; **BOX BDS.** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 & 8/4", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 4/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured Mexican and African. **HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.**

AN assortment of grades & thicknesses. JAMES E. STARK & CO., Memphis, Tenn.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 9 mos. dry, 75% Fas; **NO. 1 C. & BTR., QTD.,** 4/4 & 1 1/16", 5-10", 8-16', 1 yr. dry, 50% Fas; **NO. 2 C. & BTR.** 10/4 & 12/4", reg. wdth. & lgth., green, 80% Fas. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR. 4/4-16/4". W. O. KING & CO., Chicago, Ill.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 COM. & BTR., 8/4" & thicker. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 2 C. 84". MASON-DONALDSON CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

FAS 4/4-16/4", reg. wdth., std. lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 4/4-16/4", RIEL-KADEL LUMBER CO., Memphis, Tenn.

OAK—PLAIN RED

FAS 4/4, 6/4 & 8/4"; **NO. 1 C.** 5/4 & 6/4"; **NO. 2 C.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 3/4 & 4/4", good wdths., 14-16', 2 yrs. dry; **NO. 1 C.** 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4", reg. wdth., 10' long; **FAS** 4/4 & 5/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 5/4, 11-13". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; NO. 1 C. 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & NO. 1 C. 5/4"; **NO. 1 & 2 C.** 4/4"; **COM. & BTR.** 8/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—PLAIN WHITE

FAS 4/4-8/4; **NO. 1 C. & BTR.** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., **Blissville, Ark.**

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 12/4", 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4", reg. lgth., 10' long. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. 5/4"; **NO. 2 C.** 4/4"; **NO. 1 C. & BTR.** 8/4 & 12/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 5/4", 8 mos. dry; **FAS** 8/4", 6-10 mos. dry; **NO. 1 C.** 5/4", 12 mos. dry; **NO. 1 C. & BTR.** 12/4", 4 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

FAS 5/4, dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED RED

NO. 1 C. & BTR. 4/4", good wdths., 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., **Blissville, Ark.**

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

FAS 5/8, 3/4, & 5/4"; **SEL.** 3/4"; **NO. 1 C.** 5/4", all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

OAK—QUARTERED WHITE

FAS 4/4, 5/4 & 6/4"; **NO. 1 C. 4/4".** ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. 3/4", good wdths., 14-16' dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

FAS 3/4", 8" & up, reg. lgth., air-dried; **NO. 1 C.** 1/4, 3/8" & 3/4", reg. wdth. & lgth., air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS & SEL. 4/4". FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 COM. 4/4 & 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

DOG BDS. 3/8-5/8"; **FAS** 4/4"; **STRIPS** 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS STRIPS 4/4, 2½-3½", reg. lgth., over 6 mos. dry; **FAS STRIPS** 4/4", 6-7", reg. lgth., 3 mos. dry. HOWE LUMBER CO., Helena, Ark.

NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 1/4 & 3/8"; **NO. 1 C.** 1/4, 3/8 & 4/4"; **NO. 2 C.** 4/4", all reg. wdth. & lgth.; **STRIPS** 4/4", 4" wide, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

CLEAR STRIPS 4/4", 2-5½, and 4/4", 2-3½, reg. lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4", 10 mos. dry; **COM. STRIPS** 4/4", 1½-4, 6 mos. dry; **CLEAR STRIPS** 4/4", 2½-5½, 4 mos. dry, and 4/4", 5-5½, 12 mos. dry. JAMES E. STARK & CO., Memphis, Tenn.

FAS 4/4", dry; **CLEAR STRIPS** 4/4", 5 & 5, dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4/4-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". **BLISS-**COOK OAK CO., Blissville, Ark.

SD. WORMY 4/4; **NO. 2 C. & BTR.,** pl. R. & **W.** 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 3/8", dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4/4-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR STRIPS 4/4", 2-5½, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

FAS 5/4"; **NO 1 C. & BTR.** 6/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 10/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4"; NO. 1 C. 4/4-6/4"; NO. 2 C. 4/4-8/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. 5/4"; **NO. 2 C.** 6/4"; **SEL.** 8/4", all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WILLOW

FAS 5/4 & 12/4" (5/4 all 12'); **NO. 1 C. & BTR.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

FLOORING—MAPLE

CLEAR 13/16x1½; 13/16x2¼, 1 1/16x2¼; **NO. 1** 13/16x1½; 1 1/16x2¼; **PRIME** 13/16x4; 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1, 3/8x1 1/2; 5/8x2¼; **CLEAR** 5/8x2, 5/8x2¼. T. WILCE CO., Chicago, Ill.

FLOORING OAK

SEL. 5/8x1 1/2, 2" & 2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8",

6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.
PLAIN & FIGURED, 1/28 to 1 4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JORDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.
SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 15", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind
ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.
ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

WALNUT

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

VON PLATEN LUMBER CO.

IRON MOUNTAIN, MICH.

Manufacturers of Northern Hardwoods

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C. Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring
East Jordan Michigan

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

2,000,000 feet in all standard widths, grades and thicknesses, carried on hand at all times to supply your needs promptly.

Kerry & Hanson Flooring Co.
Grayling, Michigan

Members of the Maple Flooring Manufacturers Assn.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

"Running Rehauls Thru the Rough"

That's the title of the timely tale which will be the "headliner" in LOGGING for FEBRUARY.
It tells how Shep. Bridgewater runs his rehauls thru heavy scrub oak in logging the Groveton Mill of Trinity County Lumber Co. at Groveton, Texas. You should read this story—and all the other good things in this number!
Let us send you a FREE COPY.

CLYDE IRON WORKS
Duluth, Minn.
U. S. A.

Designed for mountain logging and other conditions under which ground skidding is impossible. Costs less, needs a smaller crew, gives greater **working** time and larger capacity than any other similar machine on the market.

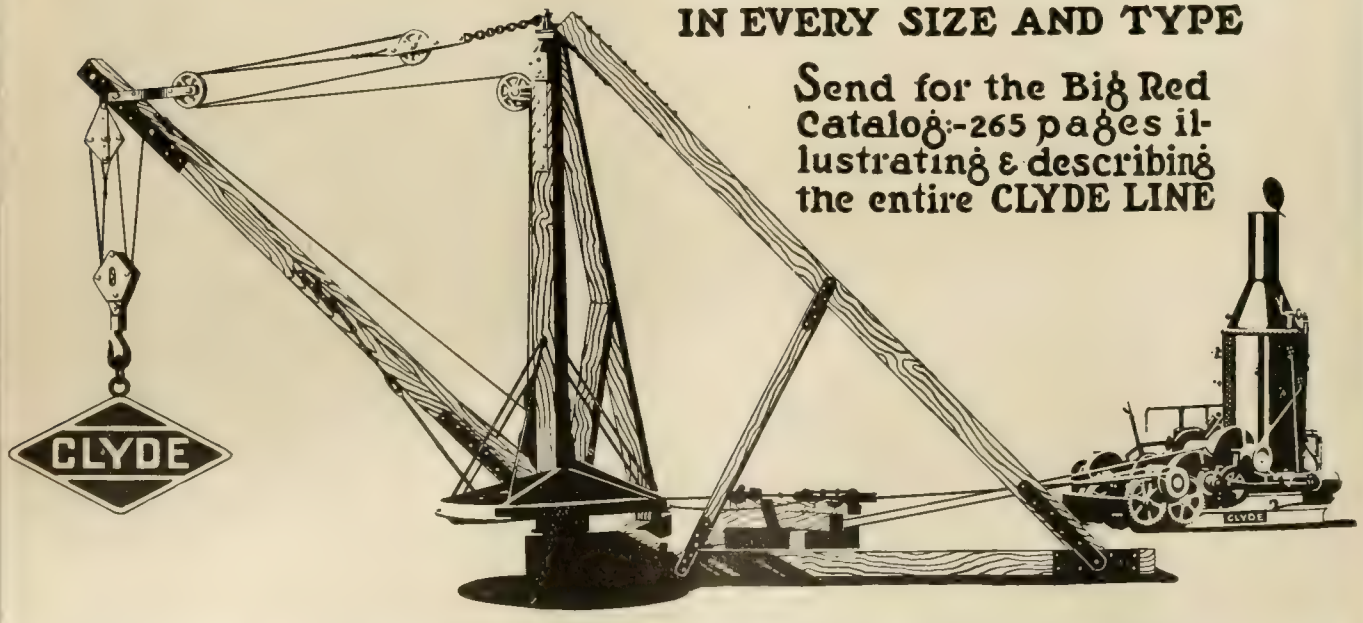
Full Details on Request

CLYDE IRON WORKS
Duluth, Minn.
U. S. A.

HOISTS and DERRICKS of CLYDE-GRADE

BUILT FOR EVERY DUTY IN EVERY SIZE AND TYPE

Send for the Big Red Catalog—265 pages illustrating & describing the entire CLYDE LINE



CLYDE IRON WORKS · HEAD OFFICE & FACTORY · DULUTH, MINNESOTA, U.S.A.

CENTRALIZE YOUR PURCHASES

The principles of factory economics demand the minimum of waste effort. Obviously effort can be saved by placing your orders as nearly as possible in one direction. Of course we can't supply the entire hardwood market, but with

Our own timber

Our own log transportation

Five big band mills

Half a dozen veneer machines

Big panel factory

Carefully trained labor that we have been able to keep

We are able to concentrate your shipments largely from one point.

We Cut 70,000,000 Feet of Hardwoods a Year

A company handling your whole list or a large part of it can operate more economically and smoothly with minimum prices and maximum service for you. This economic truism holds in your business—why not in ours? Try it out on your present needs, which we can supply in

All Southern Hardwoods
Rotary Gum Core Stock, Drawer Bottoms
Built-up Panels, Cross Banding

Anderson Tully Company

MEMPHIS, TENNESSEE

We aim to so care for our lumber after cutting that loss is minimized. You benefit as well as we.

STIMSON'S MILLS

Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber and Rotary Veneer

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee
J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

FOR over twenty years

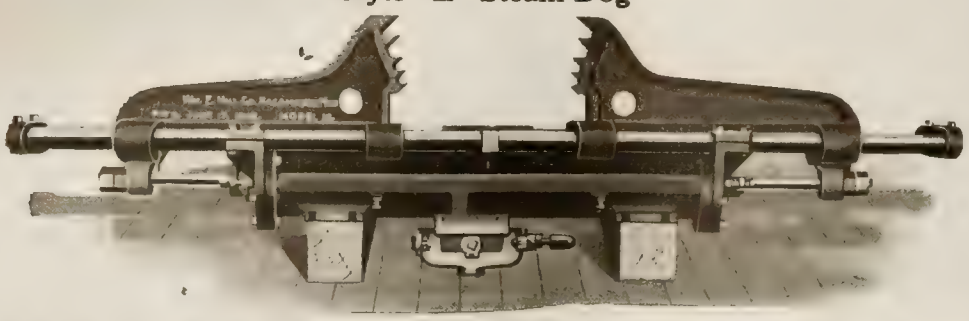
E. C. MERSHON

has been recognized as the authority on all matters pertaining to the sawing of wood with a Band Resaw. Purchasers of Mershon Band Resaws have the benefit of his experience.

Wm. B. Mershon & Company

Saginaw, Michigan

Style "E" Steam Dog



Speed up the production of your cross-cut saw by using a Steam Dog. Several types made.

SEND FOR
HILL AND CURTIS
CATALOGUES

HILL-CURTIS COMPANY

SAW MILL AND ALLIED MACHINERY

Successor to Wm. E. Hill Co. and saw mill machinery business of Curtis Saw and Mill Machinery Co.

Kalamazoo Michigan

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, MARCH 10, 1918

Subscription $2.
Single Copies, 15 Cents.

HELP

If you own any Walnut timber or know of anyone who has some suitable for making gun stocks to supply the boys who are going to Europe to fight for

UNCLE SAM

you will render a valuable service to the Government and your fellow Americans by telling us where the timber is located and how to reach the owner.

Walnut gun stocks are urgently needed to complete the necessary rifles for our army. The metal parts are being made on schedule but there is a serious shortage of stocks because the owners of Walnut timber are not offering it for their Country's use.

Our boys must have guns before they can go over and fight.

Tell us of any Walnut timber you know of and we will do the rest.

Let's all work together for the accomplishment of our one great purpose—

WIN THE WAR

Penrod Walnut & Veneer Co.
Kansas City, Missouri

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

The Anderson-Tully Company

MEMPHIS, TENN.

Manufacturers of Southern Hardwoods, Veneers and Panels

(See inside back cover this issue)

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WM. WHITMER & SONS
INCORPORATED
Manufacturers and Wholesalers of All Kinds of
"If Anybody Can, We Can"

HARDWOODS
West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS
Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.
} MILLS {
Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

SECURE BETTER PRICES
AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Wistar, Underhill & Nixon
Real Estate Trust Building
PHILADELPHIA, PENNSYLVANIA
CHOICE DELTA GUM Dry and Straight

MORE THAN 2,000 LUMBERMEN
are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.
HARDWOOD RECORD CHICAGO

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Theo. Fathauer Co., of Arkansas

HELENA
ARKANSAS

THE Theo. Fathauer Company of Arkansas is the operating subsidiary of the Theo. Fathauer Company, main office 1428 Cherry Ave., Chicago, the mill being located at Helena. Theodore Fathauer is president of the company, J. P. Swift, secretary, and Paul C. Swift, treasurer and manager. The capital stock is $100,000.

The company manufactures fifty per cent gum, the remainder being oak, ash and maple. It logs its own timber from a twelve thousand acre tract near Ratio, Ark., hauling the timber on tram road about fifteen miles long, connecting with the Iron Mountain.

The mill cuts fifty thousand feet daily, turning the logs into lumber on the day they arrive at the camp, thus insuring bright, clear stock. The output is furniture material, implement and automobile stock, and low grade for box factories. The mill has excellent equipment and the yard usually contains three to four million feet of stock. The company employs about two hundred and fifty men at its Arkansas operations.

Integrity Quality Service Efficiency

It is these vital sparks of industry that are keeping the lights burning and the wheels humming at Helena. It was the steadfast adherence to these principles that has made Helena the greatest producing center of Hardwoods and Hardwood Veneers west of the Mississippi river.

The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

A. M. Richardson Lumber Co.
Chicago Mill & Lumber Co.
Theo. Fathauer Co.
Penrod, Jurden & McCowen
J. V. Stimson Hardwood Co.
Kurz-Downey Co.
Galloway-Pease Co.
Rex Hoop Co.
Howe Lumber Co.
Archer Lumber Co.
Van Briggle Veneer Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.

Tschudy Lumber Company, Manufacturer, Kansas City, MISSOURI

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

B, C— (*See page 5)
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY, Manufacturer, Poplar Bluff, MISSOURI

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 18)
We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.

BAKER-MATTHEWS LBR CO. Chicago, Ill. Manufacturer Sikeston, MISSOURI

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region, west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 12)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.

Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO., Manufacturer, Nashville Everything in lumber TENNESSEE

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.

Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C— SPECIAL
5 cars 4/4 1 & 2 & No. 1 Common Red Oak
5 cars 4/4 1 & 2 & No. 1 Common Chestnut
10 cars 4/4 & 8/4 Log Run Sour Gum

ALTON LUMBER CO. Buckhannon WEST VIRGINIA

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 12)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 8)
Band sawn lumber, thick stock and timbers. The texture of our mountain oak is famous. Try it.

VESTAL LBR. & MFG. CO., Manufacturer, Knoxville, TENNESSEE

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 10)
QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO., Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 42)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY, BEAUMONT. TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. Manufacturer, Memphis TENNESSEE

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.

WARN LUMBER CORPORATION Raywood, W. VA.

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO., Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

(*See page 43)
The Band Mill, Planing Mill and Dry Kiln of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars.

CLAY LUMBER COMPANY, Manufacturer, Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring.

WEST VIRGINIA TIMBER CO., Charleston, W. VA.

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO., Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak

C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See page 44)
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.

AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

C—
Cromwell Character Counts
Special 5/8 No. 2 & No. 3 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer **Montgomery, ALABAMA**

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 18)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 46)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, **INDIANA**

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 45)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow

(*See page 43)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

No wood is more susceptible to the fuming process than oak, and both red and white oak are suitable for this process.

(*See page 41)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 17
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, **LOUISIANA**

(*See page 15)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers They give the best service because the wood is hard and wears well and holds spikes well and resists decay

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, **ILLINOIS**

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, **MISSISSIPPI**

(*See pages 5-10-18)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 4/4" Clr. Qtd. Red Oak Strips, 2½-5½"
60,000' 4/4" FAS Qtd. Red Oak, 6" & up
100,000' 5/8" No. 1 Common Poplar
BEDNA YOUNG LUMBER CO.
Greensburg, **INDIANA**

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, **MISSISSIPPI**

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, **LOUISIANA**

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 17)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington **KENTUCKY**

B—**Kentucky Lumber Company**
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

The Germans use some oak in their airplanes, but it is too heavy and brittle to give much service in that place.

(*See page 47)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, **ARKANSAS**

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 17)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. **ILLINOIS**

Specials
100,000 ft. 5/4 FAS Plain Red Oak
200,000 ft. 4/4 No. 1 Com. Plain Red Oak
300,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer St. Landry, **LOUISIANA**

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer **WINNFIELD, LA.**

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, **KENTUCKY**

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Agricultural Implements

Railroads and modern agricultural implements came into use about the same time. The implements produced more farm products and railroads carried them to distant markets. The days of farming with hand tools were numbered. Quicker and better supplies of food caused the rapid growth of cities. One farmer, with power plows, reapers and threshers, could feed fifty people as easily as he could feed five before. It is said that today in Texas and Louisiana one rice grower with power machinery can produce as much rice as 400 men can raise in India where hand tools are still in use.

Wood has always been important in farm tools, but its importance has greatly increased since agricultural implements have come into wide use. Search for the most suitable woods goes on as industriously now as in the days when every farmer depended upon his own efforts to supply what he needed for tools. A larger assortment of woods are in use now than formerly because they are brought together from widely-separated regions. Of course, the total quantity is much larger than in the days of hand tools. Two feet of wood sufficed to make a flail, but forty times that much is needed for a threshing machine. Only two kinds of wood could be used in a single flail, but a dozen or more kinds enter into the construction of a modern threshing machine.

To be continued

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.
PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
30,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
80,000 ft. 8/4" No. 1 Com.
SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.
QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.
QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.
COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up, F. A. S.

Memphis Band Mill Co.

Regular Widths and Lengths

BEECH
17,000' L. R., 8/4"
COTTONWOOD
20,000' FAS, 6/4"
125,000' Panel, 4/4", 18" & up wide
CYPRESS
50,000' Selects, 4/4"
24,000' Pecky, 8/4"
ELM
50,000' No. 1 C. & Btr., 6/4"
175,000' L. R., 12/4"
RED GUM
150,000' No. 1 Com., 4/4"
60,000' No. 1 Com., 5/4"
SAP GUM
50,000' FAS, 5/4"
80,000' Panel, 4/4", 18" & up wide
QTD. RED GUM
150,000' FAS, 8/4"
100,000' No. 1 C. & Btr., 4/4"
QTD. SAP GUM
80,000' No. 1 C. & Btr., 8/4"
SOFT MAPLE
40,000' L. R., 12/4"
QTD. WHITE OAK
15,000' FAS 4/4"
80,000' FAS, 5/4" & 6/4"
25,000' No. 1 Com., 4/4"
PLAIN WHITE OAK
30,000' FAS, 4/4"
15,000' FAS, 8/4"
80,000' No. 1 C. & Btr., 8/4"
PLAIN RED OAK
75,000' FAS, 4/4"
100,000' FAS, 6/4"
35,000' No. 1 Com., 5/4"
100,000' No. 2 Com., 4/4"
SYCAMORE
55,000' FAS, 5/4"
17,000' No. 1 C. & Btr., 6/4"
WILLOW
15,000' FAS, 5/4", all 12'
100,000' No. 1 C. & Btr., 5/4"
22,000' FAS, 12/4"

ANDERSON-TULLY CO.

The following are in regular widths and lengths

9,000' Clear, 4/4", 2½ to 5½", 8 to 16', 12 mos. dry
9,000' FAS, 5/4", 14 mos. dry
5,000' FAS, 6/4", 8 mos. dry.
PLAIN RED OAK
42,000' FAS, 5/4", 12 mos. dry
35,000' No. 1 C., 5/4", 12 mos. dry
8,000' No. 1 C., 6/4", 4 mos. dry
PLAIN WHITE OAK
8,000' FAS, 5/4", 6 mos. dry
9,000' No. 1 C., 5/4, 6 mos. dry
4,000' No. 1 C., 6/4", 4 mos. dry
RED GUM
12,500' FAS, 4/4", 2 mos. dry
13,000' No. 1 C., 4/4", 2 mos. dry
SAP GUM
11,000' FAS, 8/4", 2 mos. dry
4,500' No. 1 C., 8/4", 2 mos. dry
PLAIN RED OAK
21,000' FAS, 6/4", green
42,000' No. 1 C., 6/4", green
12,500' FAS, 8/4", green
6,000' No. 1 C., 8/4", green
15,000' FAS, 3", green
PLAIN WHITE OAK
8,000' FAS, 6/4", green
22,000' No. 1 C., 6/4", green
3,000' No. 1 C., 8/4", green.
9,500' FAS, 3", green
5,500' No. 1 C., 3", green

F.T. DOOLEY LUMBER CO.

WHITE ASH
3 to 5 cars each 4/4 to 16/4x6" and up FAS
3 to 5 cars each 4/4 to 16/4x3" and up No. 1 Common
1 to 2 cars each 1/4 to 12/4x3" and up No. 2 Common
1 car 1/4x2½" to 5½" 1 Face Clear Strips
1 car 5/4x2½" to 5½" 1 Face Clear Strips
1 car 6/4x2½" to 5½" 1 Face Clear Strips
1 car 8/4x2½" to 5½" 1 Face Clear Strips

AEROPLANE ASH
We have 80,000' 6/4 to 16/4 stock selected. Full description and price upon request.
SOFT ELM
5 cars 8/4 No. 2 Com. & Btr.
2 cars 10/4 No. 2 Com. & Btr.
3 cars 12/4 No. 2 Com. & Btr.
SOFT MAPLE
3 cars 8/4 No. 2 Com. & Btr.
½ car 10/4 No. 2 Com. & Btr.
½ car 12/4 No. 2 Com. & Btr.
1 car 14/4 No. 2 Com. & Btr.
1 car 16/4 No. 2 Com. & Btr.

Riel-Kadel Lumber Co.

Paepcke Leicht Lumber Co.

Manufacturers
Southern Hardwoods

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

COMMERCIAL KILN DRYING.

We have dry-kiln capacity of 200,000 ft. per month and are prepared to handle a considerable volume of kiln-drying for you.

Rates and full information furnished on inquiry

JAMES E. STARK & CO., Inc.

Regular Widths and Lengths

QUARTERED WHITE OAK
2 cars FAS 4/4"
4 cars Select 4/4"
QUARTERED RED OAK
1 car No. 1 Com. & Btr. 4/4"
QUARTERED RED & WHITE OAK
7 cars No. 1 Com. & Btr. 4/4", sound wormy
PLAIN RED OAK
5 cars FAS 4/4"
4 cars FAS 5/4"
PLAIN WHITE OAK
2 cars FAS 4/4", Reg. widths, 10' long
PLAIN RED GUM
2 cars Com. & Btr. 4/4"
1 car Com. & Btr. 6/4"
QUARTERED RED GUM
2 cars Com. & Btr. 4/4"
1 car Com. & Btr. 6/4"
HICKORY
4 cars Com. & Btr. 4/4"
2 cars Com. & Btr. 5/4"
5 cars Com. & Btr. 8/4"
2 cars Com. & Btr. 10/4"
6 cars Com. & Btr. 12/4"
5 cars Com. & Btr. 16/4"
ELM
2 cars Log Run 4/4"
5 cars Log Run 12/4"

Ferguson & Palmer Co.

One-tenth of one per cent of direct business secured represents the cost to one advertiser of a year's advertising in HARDWOOD RECORD. This is possible because HARDWOOD RECORD'S woodworking circulation has buying power made up of numerical strength and individual quality. Draw your own conclusions.

Send in your order now for

SAP GUM
16,000' 5/8" No 1 Com & Btr
18,000' 4/4" 1s & 2s
28,000' 4/4" No. 1 Com
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel

RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd
112,000' 4/4" No. 1 Com Qtd
53,000' 4/4" 1s & 2s, Qtd Fig
25,000' 4/4" No. 1 Com. Qtd. Fig
22,000' 5/4" 1s & 2s, Plain
84,000' 5/4" No 1 Com., Plain

22,500' 5/4" 1s & 2s, Qtd.
35,000' 5/4" 1s & 2s, Plain
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,[illegible]' 8/4" No 1 Com., Plain
201,[illegible]' 8/4" 1s & 2s, Qtd
104,000' 8/4" No 1 Com., Qtd
33,000' 12/4" Qtd.

OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No 1 Com Plain Red

The Mossman Lumber Co.

For Immediate Shipment

QUARTERED RED OAK
No. 1 & [illegible] 4/4
No. 1 Com. & Btr. 4/4
No. 1 Com. & Btr. [illegible]

PLAIN WHITE AND RED OAK
Log Run [illegible]
No. 1 C[illegible]

QUARTERED RED GUM
Com. & Btr. 4/4
Com. & Btr. 5/4
Com. & Btr. 6/4
Com. & Btr. 8/4
Com. & Btr. 10/4
Com. & Btr. 12/4

QUARTERED UNSELECTED GUM
Com. & Btr. 4/4

Com. & Btr. 6/4
Com. & Btr. 8/4
Com. & Btr. 10/4
Com. & Btr. 12/4

PLAIN RED GUM
Com. & Btr. 4/4
Com. & Btr. 5/4
Com. & Btr. 6/4
Com. & Btr. 8/4

SAP GUM
No. 1 Com. 4/4
No. 1 Com. 5/4
Com. & Btr. 6/4
Log Run Tupelo 4/4
Log Run Walnut 8/4

The Kraetzer-Cured Lumber Co.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
15,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS, 6-12"
50,000' 4/4" FAS, 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.

PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr
30,000' 8/4" No. 1 C. & Btr.

QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr
45,000' 4/4" No. 1 C.

PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.

PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.

ASH
30,000' 5/4" No. 1 C. & Btr
30,000' 5/4" No. 3 C.

MISCELLANEOUS
30,000' 6/4" Log Run Pecan
40,000' 12/4" Log Run Maple.
30,000' 4/4" Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

PLAIN RED OAK
[illegible]' 5/4" FAS
45,750' 6/4" FAS
71,[illegible]' 8/4" FAS
12,682' 10/4" Com. & Btr.
198,139' 12/4" Com. & Btr.
332,007' 5/4" No. 1 Com.
187,897' 6/4" No. 1 Com.

QUARTERED RED OAK
18,140' 4/4" FAS
16,945' 4/4" No. 1 Com.

PLAIN WHITE OAK
43,215' 6/4" FAS
[illegible]' 8/4" FAS
9,768' 10/4" Com. & Btr
101,336' 12/4" Com. & Btr.
20,658' 5/4" No. 1 Com.
161,980' 6/4" No. 1 Com.
84,550' 8/4" No. 1 Com.

QUARTERED WHITE OAK
51,320' 4/4" FAS [illegible]

48,089' 5/4" FAS, Reg.
75,209' 6/4" FAS
19,780' 8/4" FAS
18,599' 4/4" No. 1 Com.
16,280' 5/4" No. 1 Com.
[illegible]' 6/4" No. 1 Com.
10,056' 8/4" No. 1 Com.

PLAIN RED GUM
112,257' 5/4" FAS
[illegible]' 6/4" FAS
243,869' 5/4" No. 1 Com.
269,750' 6/4" No. 1 Com.

QUARTERED RED GUM
117,856' 6/4" FAS
[illegible]' 8/4" FAS
191,540' 6/4" No. 1 Com.
[illegible]' 8/4" No. 1 Com.

PLAIN SAP GUM
543,000' 5/4" FAS
[illegible]' 6/4" Com. & Btr
[illegible]' 4/4" No. 1 Com.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

QTD WHITE OAK
15,000' FAS, 4/4" regular widths & lengths
100,000' No. 1 Com., 4/4", regular widths & lengths
40,000' Clear Strips, 4/4", 2-3½", regular length
35,000" Com. Strips, 4/4", 2-3½", regular length

Regular widths and lengths

PL. WHITE OAK
115,000' No. 1 Com., 4/4"
200,000' No. 2 Com., 4/4"
[illegible]' No. 1 Com., 5/4"
13,000' FAS, 8/4"
18,000' No. 1 Com., 8/4"
50,000' No. 1 Com. & Btr. 12/4"

PL. RED OAK
200,000' No. 1 Com., 4/4"
200,000' No. 2 Com., 4/4"
23,000' FAS, 5/4"
52,000' No. 1 Com., 5/4"
18,000' No. 1 Com. & Btr., 8/4"

MAPLE
50,000' Log Run, 12/4"

CYPRESS
11,000' Log Run, 4/4"

ELM
3,000' Log Run, 12/4"

PL. RED GUM
9,000' FAS, 4/4"
65,000' No. 1 Com., 4/4"
12,000' No. 1 Com., 5/4"

PENROD-JURDEN & McCOWEN, Inc.

WHITE ASH
28,000' FAS 4/4" 6 to 9½" wide, 8 to 16' long, Dry
30,000' FAS 5/4" 6 to 9½" wide, 8 to 16' long, Dry
22,000' FAS 6/4", 6 to 9½" wide, 8 to 16' long, Dry
38,000' FAS 8/4", 6 to 9½" wide, 8 to 16' long, Dry
12,000' FAS 8/4", 6" & up wide, 18 to 20' long, Dry
27,000' FAS 10/4", 6" & up wide, 8 to 16' long, Dry
18,000' FAS 10/4", 12" & up wide, 8 to 16' long, Dry
23,000' FAS 12/4", 6" & up wide, 8 to 16' long, Dry
36,000' FAS 12/4", 12" & up wide, 8 to 16' long, Dry
29,000' FAS 16/4", 6" & up wide, 8 to 16' long, Dry
26,000' FAS 16/4", 12" & up wide, 8 to 16' long, Dry
120,000' No. 1 Com. 4/4", Regular Widths & Lengths, Dry
42,000' No. 1 Com. 5/4", Regular Widths & Lengths, Dry
38,000' No. 1 Com. 6/4", Regular Widths & Lengths, Dry
55,000' No. 1 Com. 8/4", Regular Widths & Lengths, Dry
11,000' No. 1 Com. 10/4", Regular Widths & Lengths, Dry
9,000' No. 1 Com. 12/4", Regular Widths & Lengths, Dry
8,000' No. 1 Com. 16/4", Regular Widths & Lengths, Dry
33,000' No. 2 Com. 6/4", Regular Widths & Lengths, Dry

DUDLEY LUMBER CO., Inc.

QUARTERED WHITE OAK
12,000' FAS, ⅜"
12,000' FAS, 1"
17,000' No. 1 Com., ⅜"
25,000' No. 1 Com., 1"
48,000' Clr. Strips, S. N. D., 1x2½ to 3½"
9,000' Clr. Strips, S. N. D., 1x4 & 4½"

QUARTERED RED OAK
22,000' FAS, 1"

PLAIN RED OAK
59,000' FAS, 1"
24,000' FAS, 1¼"
60,000' No. 1 Com., 1"
12,000' No. 1 Com., 1¼"
70,000' No. 3 Com., -"

ELM
50,000' Log Run, 1"
63,000' Log Run, 2"
15,000' Log Run, 3"
85,000' Log Run, 4"
25,000' No. 3 Com., 1"

QUARTERED BLACK GUM
60,000' No. 1 Com. & Bet., 1"

PLAIN BLACK GUM
20,000' Log Run, 1"

MAPLE
100,000' Log Run, 4"

QUARTERED RED GUM
74,000' FAS, 1"
38,000' No. 1 Com., 1"

PLAIN RED GUM
15,000' FAS, 1"
35,000' No. 1 Com., 1"
13,000' No. 1 Com., 1¼"

PLAIN SAP GUM
15,000' FAS, 1"
20,000' FAS, 1¼"
25,000' No. 1 Com., 1¼"

CYPRESS
150,000' Shop, 1"
72,000' Shop, 1¼"
85,000' Shop, 1½"
80,000' Shop, 2"
80,000' Pecky, 1"

Stimson Veneer & Lbr. Co.

All Stock Regular Length and Thoroughly Air Dried

QUARTERED WHITE OAK
11,000' FAS, 1/2" 10" & up
48,000' FAS, 3/4" 8" & up
18,900' FAS, 5/8" 6" & up
25,000' FAS [illegible] 6" & up
95,000' No. 1 Com. [illegible] Reg.
185,000' No. 1 Com., 3/8" Reg.
88,000' No. 1 Com. [illegible] & up
100,000' No. 1 Com. [illegible] & up
42,200' No. 2 Com., 3/8" Reg.
145,000' No. 2 Com. [illegible] Reg.

QUARTERED WHITE OAK STRIPS
31,000' FAS 4/4" [illegible]
13,000' No. 1 Com., 4/4" 1½" to 2½"

PLAIN WHITE OAK
20,000' FAS [illegible] Reg.
57,500' No. 2 Com., 1/2" Reg.
100,000' FAS, 3/4" Reg.

PLAIN RED OAK
11,000' FAS [illegible] Reg.
32,000' FAS [illegible] Reg.
200,000' No. 1 Com., 5/8" Reg.
100,000' No. 2 Com., 5/8" Reg

QTD RED GUM Figured Wood
11,000' No. 1 Com., 4/4" Reg.

QTD RED GUM Plain Wood
111,500' FAS 4/4" Reg.
197,200' No. 1 Com., 4/4" Reg.

PLAIN RED GUM
251,600' FAS, 4/4" Reg.
447,000' No. 1 Com., 4/4" Reg.

QUARTERED SAP GUM
69,700' FAS, 4/4" Reg.
77,000' FAS, 8/4" Reg.
21,100' FAS, 12/4" Reg.
22,600' No. 1 Com., 8/4" Reg.

SAP GUM Special Widths
65,000' 4/4" 18" & up
333,650' FAS, 4/4" Reg.
688,000' No. 1 Com., 4/4" Reg.
415,000' No. 2 Com., 4/4" Reg.
One car Plain Black Gum, No. 2 Com., 4/4" Reg.

LOG RUN ELM
19,900' 6/4" Reg.
17,500' No. 2 Com., 12/4" Reg.

R. J. DARNELL, Inc.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS

For immediate shipment

QUARTERED WHITE OAK
147,000' No. 1 Com. 4/4"
21,000' No. 2 Com. 4/4"

PLAIN RED OAK
58,100' FAS 4/4"
251,000' No. 1 Com. 4/4"
90,000' No. 2 Com 4/4"

QUARTERED RED GUM
53,800' FAS 4/4"
46,500' No. 1 Com. 4/4"
50,000' FAS 6/4"
75,000' No. 1 Com. 5/4"
13,000' FAS 8/4"
12,500' FAS 12/4"
2,000' No. 1 Com. 12/4"

PLAIN RED GUM
30,000' FAS 5/4"
48,000' No. 1 Com. 5/4"
14,000' No. 2 Com. 5/4"
17,000' FAS 6/4"
13,000' No. 1 Com. 8/4"

SAP GUM
160,000' FAS 4/4"
145,000' No. 1 Com. 4/4"
121,000' No. 2 Com. 4/4"
183,000' No. 1 Com. 5/4"
86,000' No. 2 Com. 5/4"
93,000' FAS 6/4"
28,000' No. 1 Com. 6/4"
112,000' No. 2 Com. 6/4"

BELLGRADE LUMBER CO.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS, 1"
75,000' No. 1 C., 1"
35,000' No. 2 C., 1"
30,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"
PLAIN WHITE OAK
20,000' FAS, 1"
50,000' No. 1 C., 1"
50,000' No. 2 C., 1"
15,000' FAS, 5/4"
15,000' No. 2 C., 5/4"
QUARTERED WHITE OAK
30,000' FAS, 1"
75,000' No. 1 C., 1"
18,000' No. 2 C., 1"
12,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
QUARTERED RED GUM
35,000' No. 1 C. & B., 6/4", sap no defect
75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS, 2"
20,000' No. 1 C., 2"
PLAIN RED GUM
38,000' FAS, 1"
28,000' FAS, 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS, 6/4"
30,000' No. 1 C., 6/4"
18,000' FAS, 2"
40,000' No. 1 C., 2"
SAP GUM
50,000' FAS, 1"
60,000' FAS, 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
75,000' FAS, 6/4"
75,000' No. 1 C., 6/4"

Coulson Lumber Co., Inc.

PLAIN WHITE OAK
250,000' 1/4" No. 1 Com.
350,000' 1/4" No. 2 Com.
30,000' 4/4" No. 2 Com.
PLAIN RED OAK
150,000' 3/8" FAS
170,000' 1/2" FAS
250,000' 5/8" FAS
200,000' 4/4" FAS
120,000' 1/2" No. 1 Com.
50,000' 5/8" No. 1 Com.
200,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.
15,000' 3/4" Coffin Oak
31,000' 4/4" Coffin Oak
ELM
20,000' 4/4" No. 2 Com. & Btr.
60,000' 12/4" No. 2 Com. & Btr.
20,000' 4/4" FAS. Tupelo
[illegible] Boxboards
PLAIN RED GUM
150,000' 4/4" FAS
40,000' 5/4" FAS
35,000' 6/4" FAS
50,000' 3/8" No. 1 Com.
300,000' 4/4" No. 1 Com.
50,000' 5/4" No. 1 Com.
QUARTERED RED GUM
60,000' 4/4" FAS, Figured
15,000' 4/4" No. 1 Com., Figured
50,000' 4/4" FAS
140,000' 8/4" FAS
150,000' 4/4" No. 1 Com.
20,000' 8/4" No. 1 Com.
SAP GUM
75,000' 5/8" FAS
13,000' 3/4" FAS
12,000' 3/4" No. 1 Com.
100,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
100,000' 4/4" x 13/17" Gum Box boards

Russe & Burgess, Inc.

QTD. WHITE OAK
24,000' FAS, 4/4"
12,000' Sel. Com., 4/4", 6" & up
PL. WHITE OAK
12,000' FAS, 4/4"
130,000' No. 1 Com., 4/4"
35,000' FAS, 6/4"
45,000' No. 1 Com., 6/4"
15,000' No. 2 Com., 6/4"
14,000' FAS., 14/4"
PL. RED OAK
16,000' FAS, 4/4"
26,000' No. 1 Com., 4/4"
30,000' No. 2 Com., 4/4"
100,000' No. 3 Com., 4/4"
30,000' Sound Wormy, 4/4"
14,000' FAS, 5/4"
15,000' No. 1 Com., 5/4"
15,000' No. 2 Com., 5/4"
15,000' FAS, 6/4"
18,000' No. 1 Com., 6/4"
12,000' No. 2 Com., 6/4"
QTD. RED GUM
85,000' FAS, 8/4", sap no defect
120,000' No. 1 C., 8/4", sap no defect
85,000' FAS, 8/4"
172,000' No. 1 Com., 8/4"
PL. RED GUM
14,000' FAS, 4/4"
15,000' No. 1 Com., 4/4"
9,000' FAS, 5/4"
9,000' No. 1 Com., 5/4"
18,000' FAS, 6/4"
40,000' No. 1 Com., 6/4"
SAP GUM
15,000' Box boards, 4/4", wide
16,000' Box boards, 4/4", narrow
350,000' No. 1 Com., 4/4"
60,000' No. 2 Com., 4/4"
20,000' FAS, 5/4"
250,000' No. 1 Com., 5/4"
40,000' No. 2 Com., 5/4"
190,000' FAS, 6/4"
360,000' No. 1 Com., 6/4"

BROWN & HACKNEY, Inc.

PLAIN RED OAK
8,000' 3/4" Nos. 2 & 3 C., 3"-6".
30,000' 4/4" FAS.
30,000' 5/4" No. 2 C.
30,000' 6/4" No. 2 C.
QUARTERED RED OAK
6,000' 3/4" C. & B.
4,000' 6/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS.
11,000' 5/4" FAS.
20,000' 5/4" No. 2 C.
QUARTERED WHITE OAK
12,000' 4/4" FAS, 6"-7½".
30,000' 5/4" C. & B.
MIXED OAK
24,000' 5/4" No. 3.
52,000' 6/4" No. 3.
SAP GUM
75,000' 4/4" FAS, 18" & up.
SOFT MAPLE
100,000' 8/4" L. R.
PLAIN RED GUM
150,000' 4/4" FAS.
100,000' 4/4" No. 1 C.
60,000' 5/4" No. 1 C.
25,000' 6/4" FAS.
50,000' 6/4" No. 1 C.
30,000' 6/4" No. 2 C.
12,000' 8/4" FAS.
35,000' 8/4" No. 1 C.
QUARTERED RED GUM
60,000' 4/4" FAS.
150,000' 4/4" No. 1 C.
70,000' 5/4" FAS.
30,000' 6/4" FAS.
75,000' 8/4" FAS.
14,000' 10/4" FAS.
25,000' 12/4" FAS.
SOFT ELM
60,000' 6/4" L. R.
25,000' 6/4" No. 3
100,000' 8/4" L. R.
30,000' 8/4" No. 3
100,000' 10/4" L. R.

GEO. C. BROWN & CO.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"
SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½",
Rift Sawn No Defect
78,000' No. 1 Com & Btr., 2",
Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3",
Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com & Btr., 2"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. R., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x8" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

VIEW OF MILL AND YARDS MEMPHIS PLANT

OUR facilities for the proper manufacture of HIGH GRADE HARDWOODS are the best.

OPERATING two large band mills affords our customers a regular source of supply and certainty of securing the same texture of stock last shipped.

ONLY experienced lumber inspectors employed, shipping correct grades at all times.

OUR location assures prompt service.

Gayoso Lumber Company

MEMPHIS, TENN.

MEMPHIS, TENN.——————*BAND MILLS*——————BLAINE, MISS.

"Running Rehauls Thru the Rough"

That's the title of the timely tale which will be the "headliner" in LOGGING for FEBRUARY.
It tells how Shep. Bridgewater runs his rehauls thru heavy scrub oak in logging the Groveton Mill of Trinity County Lumber Co. at Groveton, Texas. You should read this story—and all the other good things in this number!
Let us send you a FREE COPY.

CLYDE IRON WORKS
Duluth, Minn.
U. S. A.

Designed for mountain logging and other conditions under which ground skidding is impossible. Costs less, needs a smaller crew, gives greater **working** time and larger capacity than any other similar machine on the market.

Full Details on Request

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Duluth, Minn.
U. S. A.

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BUILT FOR EVERY DUTY IN EVERY SIZE AND TYPE

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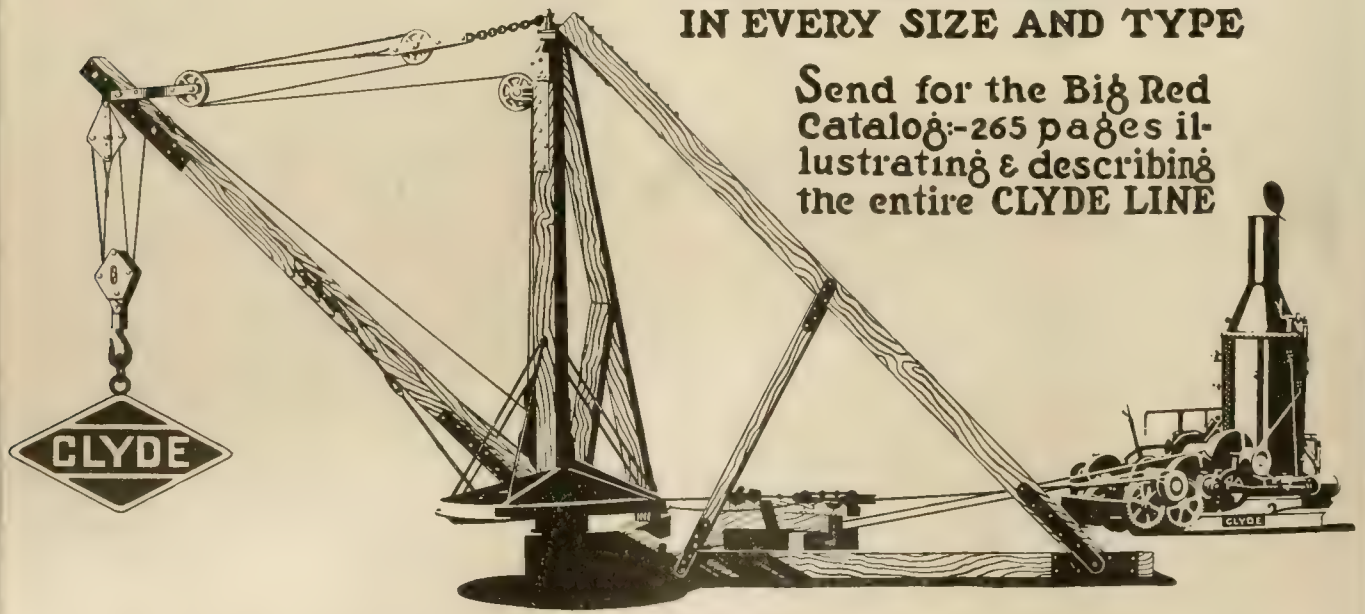

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Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

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Originators of Ground and Overhead Steam Logging Machinery

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Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

IN THE

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity—75,000 Feet

BAND MILL
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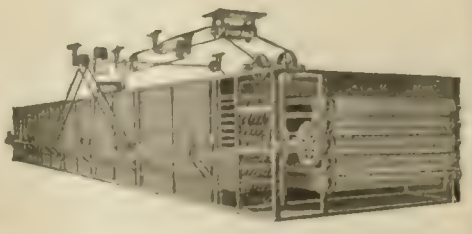

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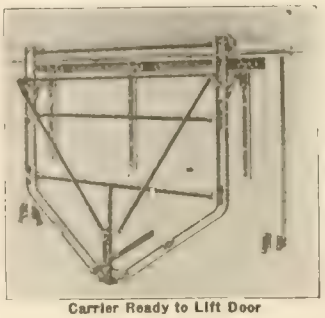
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Review and Outlook

General Market Conditions

INDICATING THE GROWING CALL FROM THE GOVERNMENT for hardwood stocks, the latest word on wagon construction shows a total of 240,000 army wagons and a million extra wheels already ordered. It is estimated that this will call for some 300,000,000 feet of thick stock which will have to come from fine logs, carefully manufactured and taking the cream of the mill production. The word coming from every direction heralds a growth of war business that will make the past and present consumption appear insignificant in comparison. Such business is of especial importance in that it is mostly specialized and to a large measure it demands a selection of choice stock. In fact, much of the material is of such nature that the ordinary lines of commercial stock cannot be manufactured to any great extent in conjunction with it.

In the face of all this government business, normal industries seem to have kept up their sales to a remarkable degree, and it has recently been authoritatively stated that while January furniture markets showed sales of only fifty per cent of normal, this does not indicate the condition of sales for the remainder of the year, as wholesale buyers of furniture are following the same policy as buyers in all other lines, i. e., they are not meeting needs for very far in the future. Furniture trade will be compelled to hustle after business for the remainder of the season, but according to the best evidence there is a strong likelihood that the aggregate when the season is closed will show a pretty close to normal turn-over of stock. The greatest trouble in the furniture and similar industries has been the difficulty in getting shipments. It is stated that there are several hundred carloads of furniture stored in Grand Rapids awaiting shipment. The same undoubtedly holds in all other producing centers.

On the other hand, there are certain industries where the production of commercial commodities directly interferes with production of government business. For instance, there is a rumor going about that within thirty or sixty days the government will arbitrarily stop the manufacture of pleasure cars and turn over to the production of war vehicles the entire facilities of the automobile factories. There is no definite statement on this score although the recent curtailment in this direction practically halving the authorized production of pleasure automobiles, signifies what might come later. So far as this having a deterring effect on hardwood sales is concerned, it will probably, as a matter of fact, have the opposite influence, as the war vehicle seems to require more wood in its construction than does the pleasure vehicle.

Close analysis of stock reports shows steadily increasing prices and growing shortages in a good many of the standard lines of hardwoods. In fact, there seems to be hardly an item showing any accumulation, nor does there seem to be the slightest chance that hardwood prices will not continue to show strength. There is a definite movement on foot in hardwood circles looking toward the working out of definite cost figures which if compiled will undoubtedly reveal such startling increases that manufacturers will be strongly fortified in their contention that they must get more money to break even.

Promise of car relief having failed to materialize so frequently in the past, similar promises now are taken as something to be desired rather than to be expected. However, there is a more definite tone to the reports of greater ease in shipments that are coming from some sections, although in other originating points of hardwood shipment the greatest pessimism prevails on the question of adequate transportation facilities. In the Memphis territory the railroad companies seem to have fallen down miserably on their promises to give more cars for the handling of logs and as a result the production in many plants in that region is threatened and millions of feet of logs stored ready to load are menaced by inability of the railroads to supply sufficient log cars. The moist, warm season is rapidly approaching in southern woods and before very long it will not be safe to leave logs in the woods for any length of time.

A notable development is the increased demand for oak for commercial purposes. Oak veneer is going fast and lumber to go with it is feeling a similarly increased call. Buyers have come to understand how the government needs for high grade oak will affect the supply of commercial stock, and many of them are protecting their future requirements by buying now. Rotary veneers continue sky high with prices still going up. This holds in all lines. Low grades for boxes and crating are not procurable in sufficient quantities to meet the call, and needless to say, there is no question as to price on this material.

Want Legislature Abolished

IF THE PEOPLE OF MISSISSIPPI are correctly represented by a bill recently introduced in their state legislature, they want that body abolished, or, at any rate, want a chance to vote on the question of abolishing it and substituting in its place a commission form of government consisting of thirteen members.

Cities have tried the commission form of government, with some successes and some failures, but Mississippi appears to be the first state that proposes to dispense with its legislature and try a commission. It was hardly to have been expected that the experiment would

be tried in a southern state, for southern states are considered rather conservative, and slow to change established customs for new. The vote, either on the bill in the legislature or on the measure by the people at large, has not yet been taken.

The bicameral plan of state legislation will be maintained by having eight commissioners stand in place of the present lower house of the legislature, and five for the senate. The commissioners are to be chosen on the basis of congressional districts and from the state at large.

The experiment, if it goes through, will be watched with interest. There is no question that much dissatisfaction exists with state legislatures, not in principle, but in practice. They are expensive and often are composed largely of a rather incompetent class of men, with little disposition or power to do good, and capable of doing much harm if they become subservient to corrupt men, stronger than themselves. Legislatures are noted for their slowness and their penchant for verbosity and debate. Weeks and months are fooled away in talk, and the people pay the bills.

But would a commission do any better? It has one advantage in that it does not contain so many persons, and the time spent in airing individual opinions ought to be shorter; but that depends largely upon the kind of men. Two or three hot-air artists can talk as long and say as little as a score, and they could do the talking as well in a commission as in a legislature.

The most serious objection that has been urged against a commission form of government is that the commissioners being so few, they are in more danger of bribery than are the larger numbers composing a legislature. That objection undoubtedly should be given some weight, but experience has not shown that bribery scandals are any more frequent in commission rule than in any other kind. The facilities of a commission to economize in time and to save money for the public are the points that are given most weight with the people.

Costs and Other Things

ELSEWHERE IN THIS ISSUE appear two articles, one an interview on the thick oak controversy, the other a commonsense appeal to the hardwood interests to get together on cost figuring and find out what the true cost of producing is. These articles are commented on together because they have the relationship of cause and effect. As stated in the cost article there would have been no controversy on the selling price of the vehicle oak had the lumbermen always known just what their expense was in producing and just what they would have to sell for. They are nearer to that knowledge today than ever but the rule of thumb methods of some minimize the benefit from the most careful figuring of others. The plea contained in the article merits immediate action.

The official interview on the thick oak argument leaves a good deal to be desired by the lumbermen. The interview, however, clearly states that the prices offered were not determined by investigation of manufacturing cost although the vehicle committee states it desires and has attempted to enlist coöperation from the hardwood men. The fact remains though that those selling the material had no hand in setting the figures. It is claimed that the prices represent the market but they surely do not coincide with available, official figures for the same items as published at present.

The vehicle committee is undoubtedly sincere in its assertions of desire to coöperate but the very best way to evidence that sincerity is to make a real effort to find out if the unanimous claim of the hardwood men that the prices are too low, is not entitled to as much weight in the matter as is the vehicle man's judgment of what it costs to produce lumber.

Germany's Mortgage

A GERMAN STATESMAN, representing the war party in that military country, recently made a speech which was evidently intended for home consumption only; but a report of it escaped the censor and reached the outside world. He declared that unless Germany could defeat her enemies and collect from them enormous indemnities, the country would be bankrupt for years to come. The empire's debt at present, according to his figures, is $32,000,000,000. To carry that debt, in interest and sinking fund, will call for a yearly tax averaging seventy dollars for every man, woman and child in Germany. It will not be possible for the people to raise that sum of money yearly; so, he says one of two things must be done. An indemnity must be collected from enemies, or if that cannot be done, the property of Germans must be confiscated. The confiscation would not fall on the rich alone, but would take estates as small as $2,500. That means that practically all the property in Germany would have to be put on the block and sold by the sheriff. Who would buy it?

When the kaiser turned the war loose in 1914 he thought six months would see it through and that he could collect sufficient indemnity from conquered enemies to pay all his debts many times over. His plans fell through, and he now finds a mortgage on his country. The word mortgage means "death grip," and that is about what the kaiser is finding it to be. He brought it on himself and on Germany and they will have to stand it; and every day the war lasts only draws the "death grip" tighter. It will not be the allies that will destroy Germany; it is destroying itself. Though the close of the war will find the allies terribly in debt, they will be in good financial condition compared with Germany. No wonder that Hindenberg would willingly sacrifice a million men on the west front in an attempt to get Germany out of its predicament.

The Country's Supply of Iron

THEY HAVE BEEN COMPILING FIGURES on the supply of iron ore in the United States and estimating how long it is likely to last. The prophecy was made in 1902 by Andrew Carnegie that within sixty or seventy years from that time, the good deposits of iron ore would be exhausted. That forecast has been quoted with apprehension in view of the fact that the ore is being used nearly twice as fast now as when Mr. Carnegie announced his pessimistic prediction.

This is looked upon somewhat differently from the warning that timber is approaching exhaustion, because the situation would be more serious. When iron has been taken from the ground, it is gone forever, but when one forest is cut, another can be grown in its place. The exhaustion of the iron supply would be at least as disastrous as the depletion of the resources of wood. People have been able to live without iron (the American Indians) but it is not known that any people ever lived very long without wood. At any rate, to use up all the wood or all the iron would produce a crisis in human affairs.

However, Prof. James Furman Kemp, of Columbia University, says there is nothing to be alarmed at, so far as the iron situation is concerned. The last annual report of the Smithsonian Institute, Washington, D. C., prints Prof. Kemp's statistics and sums up his conclusions, thereby showing that there is enough good iron ore in sight in this country to last the people of the United States 750 years, even with a considerable increase over the present rate of consumption; while if low-grade iron ores are counted, there will be enough to hold out as long as a human being remains on earth to mine it.

Some hickory handle men contend that it is better from a commercial standpoint to burn up low-grade handles than to sell them at a low price, for it prevents the sale of just that many high-grade handles at a good price. This is a queer way to figure, and it looks as though there is room for some argument on the subject, for timber, and especially hickory, is too scarce for any useful part of it to go to the slab fire.

Our export lumber trade is not yet what it ought to be, but it is improving some. Meantime there is the biggest lot of food stuff going abroad on record, which with other army supplies, is bringing better times to the money situation.

Hardwood Record Interviews Vehicle Makers

Important Points Brought Out in Conversation with the Vehicle Committee and Col. W. S. Wood of the United States Quartermaster's Department

In the interest of progress in the work of producing the various types of war vehicles for the government and in an attempt to eliminate misunderstandings which seem to retard such progress, Hardwood Record sought and recently secured an interview with the wagon and vehicle purchasing committee through its chairman, A. B. Thielens of South Bend.

The interview took place at the Hotel La Salle, Chicago, on Friday, March 1. Those present were members of the wagon and vehicle purchasing committee, Col. W. S. Wood, in charge of vehicle production for the United States Quartermaster's Department and E. H. Defebaugh, president of Hardwood Record.

The following is a verbatim report of the conversation:

Mr. Defebaugh inquired as to whether the government had made a contract with the wagon idustry to furnish so many wagons at three different prices.

Col. Wood: No, we made no contract with the wagon industry. We made contracts only with the individual. Each man had a different price on competitive bids. This was for the first contracts of about 10,000 in April, 1917. After the first wagon contracts were given out, which, as I say, were entirely on competitive buying and at different prices to different people, when the requirements of the government began to increase so lively, it was realized by the War Department that in order to get them out properly, and that the government should get its requirements filled, the entire wagon industry must be lined up, as we did in the leather industry, in the harness industry, and as we have done since then in wheels, etc. In other words, my idea is that in order to get the best results to win this war successfully and quickly, the way to do is to make all the industries as a body get right behind the government and push. As far as I know, under my direction the Jeffersonville depot is the first branch of the government, or first place, where an attempt was made to organize the industry. Last April I got a letter from General Baker in the office of the Quartermaster General, suggesting that it would be wise to call an assembly of wagon makers at Jeffersonville in order to talk over these thing with them. They came, some fifteen of them, and from them I got such a clear idea of the entire wagon situation that I made a full report on it to the Quartermaster General, and recommended that they should have these gentlemen come on to Washington and talk with them there. These gentlemen went there, and I went there, and at that time there was formed what has since been known as the Wagon & Vehicle Committee, which is an Advisory Committee only to the depot quartermaster at Jeffersonville. They have no executive authority whatsoever themselves, and anything that they do is by the authority and under the responsibility of the depot quartermaster at Jeffersonville alone as representative of the Quartermaster General in the War Department.

The committee was composed of Mr. Board, Mr. Thielens, Mr. Lea and Mr. Parsonage. That committee was also recognized as a committee by the Wagon & Vehicle Association. This committee was recognized by a letter from the Quartermaster General in Washington, and also by a letter from me as depot quartermaster. It became an official committee. Later on, last December, I think, when Congress adjourned, they passed a bill that all these committees, "dollar committees," as they called them, should be abolished. This committee was also abolished, but Mr. Brookins of the War Industry Board wrote a letter to Mr. Parsonage who, during that time, had become an advisory member of the War Industry Board on wood products, in which he asked him to form an advisory committee for himself of this same board. This committee does not supply anything. This committee is simply advisory to the depot quartermaster.

Mr. Parsonage *did* form this committee. I retained it as my depot committee at Jeffersonville, and the Wagon and Vehicle Association retained it again as their committee.

Therefore, this committee is officially recognized, first, starting from the bottom up—by the Wagon & Vehicle Association; second, it is the Advisory Committee on matters pertaining to the purchase of wagons, of the depot quartermaster; third, it is recognized officially by the Quartermaster General's office in Washington. And, fourth, it is a recognized official committee by the War Industries Board. The personnel of this committee has changed somewhat; for instance, Mr. Lea has received notification of his commission as a major, and reported for duty at Jeffersonville to take charge of the wagon situation at that depot; and, other changes.

Mr. Defebaugh: This committee then is not recognized as buyers of lumber for the wagons that they contract for?

Col. Wood: They do not contract for the wagons. The quartermaster at Jeffersonville contracts with the individual wagon makers.

Mr. Defebaugh: The intimation in the correspondence with reference to contracts was that this committee, as representing the government, perhaps not as plainly as that—intimated that they were government contracts, and that they had a right to make the price. They did not say that they had the right to make a price, but they had influence enough with the men who bought lumber for these same wagons, to get them to cancel contracts.

Col. Wood: That is all balled up.

Mr. Defebaugh: The wheel company at Memphis

Col. Wood: As the authorized representative of the quartermaster general's office I have the duty imposed on me to buy these wagons. I call on the committee to recommend to me what quantities, in their opinion, what quantities of wagons the different manufacturers can make. It is their business to find out—what is the organization; what stock the different wagon makers have; what machinery they have, etc., so that they can say to me such and such a firm can make, say 2,000 wagons. I call on my committee to produce for me costs, etc., which will indicate to me what is a fair price to pay the manufacturers for making the wagons. These costs are based on labor, the cost of hardwood, and materials of all kinds. I consider these costs, and if they look all right to me, I send them on to the Quartermaster General's office with a recommendation of acceptance or rejection. The Quartermaster General's office passes them on to the War Industries Board, where the price is either approved, or they cut it down. Then I tell these wagon people that they must make so many wagons at such and such a price, to be done at such a time, and then I advise them, that in order that they can makes a fair profit, I am going to try to hold the prices of different hardwoods at a certain maximum, and I say to them, now, in buying your lumber you must not go above the maximum because if you do you will begin to rocket the prices, and you will make the cost of wagons go up so that they cannot be produced for the government at the fixed price, therefore, you must keep under these prices that I am trying to hold, and if you cannot get wood stock at these prices, tell me, I will tell the committee, and we will try to tell you where you can go and make arrangements to get it.

Mr. Defebaugh: Who was consulted in making this basis of costs?

Col. Wood: The committee procured these from various manufacturers—from eight to twelve manufacturers.

Mr. Defebaugh: I am not talking about the wagons. I am talking about the lumber going into the wagons.

Col. Wood: Well, I should say that probably the different purchasers for the manufacturers.

Mr. Thielens: Yes—and the market.

Col. Wood: That these prices are right is clearly shown from the fact that we have been able—or the manufacturers of the wagons have been able up to this time to get all the lumber that they wanted at these prices, and we anticipate that they will, right straight along, and if the price of lumber is raised it will simply result in the government paying more money than necessary for these wagons, and I do not propose to allow it.

Mr. Defebaugh: There is more money involved in that material, in the lumber, than any other material that goes into a wagon.

Col. Wood: Yes.

Mr. Defebaugh: We have several national associations, just about the same as the wagon manufacturers. Why should not we be consulted in the cost of our goods, which, as you know, has advanced as much as twenty or thirty per cent?

Col. Wood: Why are we able to get lumber at our prices? Are we made a present of this lumber? Are these people so patriotic that they are turning out this lumber at a loss? I do not think a man is entitled to make a profiteering profit, and if I find a man in any connection with this that I know is making a profiteering profit, if I can put that man in jail I will do it.

Now, I will go back again further. When we started this thing it was a small proposition of ten thousand wagons, which at that time was looked upon as a big proposition. In the past ten months the thing has come up so that from the ten thousand wagons it represented in April, there is now practically 240,000 wagons, and here within the past month I have told my committee, and I have written to my executive officer at Jeffersonville that I believe the time had come when hereafter we should attempt the same plans that I understand are being worked by the cantonment branch and by the shipbuilding branch. That is, to send for the representatives of the different hardwood associations and put the burden on them. The committee should not have to bear these burdens. Say to the associations that you have got to produce, and put the responsibility right onto the associations, instead of making the committee bear the responsibility.

Mr. Defebaugh: The argument has been whether or not this committee can cancel a contract after making it.

Col. Wood: The committee makes absolutely no contracts whatsoever. All contracts are made by the depot quartermaster at Jeffersonville. If you refer to the placing orders for hardwood material, the committee cannot cancel any orders that are placed by manufacturers. Nor do I. That is entirely a personal matter between the manufacturer and the man from

whom he buys his hardwood. We set a price, say for spokes at thirteen and one-half cents. If a wagon manufacturer can buy spokes elsewhere for that price, or below, that is all right; it is his business. If he cannot do that he comes to the committee and informs them and they will tell him where he can go to get them at or below that price. It is then his business to make his purchase of spokes upon his own responsibility. The committee has nothing to do with it.

Mr. Thielens: I would say, gentlemen, that this is the third interview on this subject today.

Mr. Defebaugh: Am I asking anything unfair?

Mr. Thielens: No, you are not.

Col. Wood: I said to Mr. Thielens last night when he told me that you had asked to get the straight of this matter—I said, By all means let us see Mr. Defebaugh. We want the thing placed just as it is, the truth about it, and not these rumors or statements that are going around.

Mr. Defebaugh: In correspondence with Mr. Thielens' committee, it was stated that if the prices that had been sold at, or had been quoted, were not satisfactory, they would be satisfied to put it up to the trade commission.

Mr. Thielens: I made the statement myself, and it is a part of our record that if the prices recommended by this committee, which are the prices fixed by Col. Wood as the maximum were not acceptable to the producers, that the only recourse was to go before the Federal Trade Commission, and in that connection, with the statement I read a letter from this committee to Mr. Downman in which the price recommended was $80 for three-inch and $85 for four-inch oak at Chicago delivery, and Mr. Downman, in his reply, stated that he approved of the general plan of the committee in its operations, and if the producers had been furnishing substantial quantities of oak at these recommended prices during 1917 he was opposed to any advance, and it would be necessary for them to exhibit their costs before the Federal Trade Commission.

Then, furthermore, the committee to make sure of the prices being properly quoted, wrote to every man on the committee, giving him a copy of my telegram to Mr. Downman and a copy of Mr. Downman's reply.

To show you that this committee desired your co-operation, in open meeting they asked that the Southern Hardwood emergency bureau indicate a man to become a member of this board, and they selected Mr. Lang, and this was solely for the purpose of proving to these people that we wanted to co-operate. I do not understand your co-operation. Mr. Lang sat in on our meetings, etc., two or three times, and he came to me as a gentleman and said, I cannot in right continue in this work and still be true to the other side.

Mr. Defebaugh: The reason I came here was I felt there was a misunderstanding. I am sure the lumber trade people felt this committee was just trying to buy this stuff cheap. I know these lumber fellows well enough to know that they are disorganized, and that their prices are not organized prices, and with the right kind of co-operation I think this thing can be worked out along the right kind of lines. At the same time, with the increased cost in the lumber business, I am sure Mr. Thielens' company will show at least as high a basis of prices in the last three months. Oak ought to be $5 a thousand higher. Also compared with other woods, oak is considerably cheaper, with the exception of railroad timber and ties.

Another thing, Colonel, I know that these men only want a fair price for the stuff, but they do not want to sell it for less than it is worth. The cost ought to be based on what the lumber manufacturers' figures indicate, and not on what a buyer indicates or what a wholesaler indicates. The other day at a little meeting a man said, It is a funny thing, but it costs me $7.50 to get my logs into the mill. Another fellow said, It costs me $4. I will bet that the cost committee of the trade commission never had any $7 logging costs in their figures. I know these things to be a fact, because another man sitting there turned to his figures which were nearly $7, due to scarcity of labor, scarcity of cars, etc. You know that in your business costs are increased probably sixty per cent.

Mr. Thielens: I understand this gentleman's position. He is like we are. He is the goat. He is trying to please both sides. Now, then, this Kelsey case is not the first one, but it is the last one. This Kelsey case is a matter which Col. Wood has explained to you, is for adjustment between Kelsey and the other people. Col. Wood has stated to you that he did not say to Kelsey that he would have to cancel his contract.

Col. Wood: We are always willing to meet these people. I am protecting the government. That is my business. The Jeffersonville depot under my direction from a five million a year proposition has grown to be a 250 to 300 millions a year proposition. From 145 people working in the depot and 900 outside, it has come up to more than 4,000 inside and more than 22,000 outside. I have with me ninety-two commissioned officers. All branches of the Jeffersonville depot have greatly increased, and as I say the wagon business in its inception started with a mere ten thousand wagons, and now in ten months has come up to 240,000 wagons, and we must change certain of our methods as the increasing business indicates to be wise. We want to make use of the hardwood association, and I say we intend to bring them in soon, and we will place the responsibility of getting the material upon them. We will bring their responsibility before the country if they fall down. And the prices have got to be right when they come in.

In connection with the question of profits, Col. Wood said:

"The wagon people, on our figures, as approved by the Industries Board, should be making a little over eleven per cent, but I question if they are making ten per cent." He also said he believed that not over fifty per cent of the manufacturers in any industry know how to figure their costs.

Col. Wood: I have no authority to fix sales prices of lumber. I cannot fix any prices because I have no authority to fix prices, but we do this—say to the manufacturers, Do not buy materials beyond certain prices. To illustrate, it is like this: I go into a shoe store to buy a pair of shoes and I tell the salesman I want to buy a pair of shoes to cost not over $4. He says to me, "The lowest price shoe we have is $5." I say, I am very sorry. I will have to go elsewhere. I do not tell him that he must sell his shoes to me for $4, but I simply indicate that that is the highest price I will pay. It is the same way in the wood stock for wagons.

Mr. Defebaugh: If you can get all this stuff you want at these prices, as a buyer you are foolish to do otherwise. If you want to be sure of your stuff, you can use me any way you want to to bring about the necessary co-operation.

Mr. Thielens: When we find out definitely how much feetage we want, we will tell these people. But, I would like to impress upon this gentleman, that there has been every willingness on the part of this committee to meet these gentlemen and to co-operate.

Tell these fellows among themselves to get busy too and see what they can do in the way of producing dimension stock. I do not mean that we are looking for it now. The government has joined with the wagon men to put up additional kilns to handle other stock. Wood stock should be produced in dimension sizes at the source.

Dedicate Plants to National Service

Members of the open competition plan of the Hardwood Manufacturers' Association, at their meeting at Memphis on March 2, discussed market conditions, transportation, labor and stocks of hardwood lumber, together with other subjects of paramount interest at this time.

It was agreed that, because of the large demand from government and from private industry and because of the serious interruption to production incident to labor and tranportation conditions, the price position of the market was quite strong. It was pointed out that transportation conditions are showing little improvement and that labor is getting much scarcer as to supply and also much higher as to price.

The members realize that government requirements in the way of lumber and timber for ship building, for airplane manufacture, for the making of wagons and other vehicles, for wooden containers, and for other purposes directly connected with the war program, are going to be enormously heavy and it was the expressed sense of the meeting that those identified with the association in this territory are willing to devote their plants, their timber holdings and their other resources solely to supplying the government with its needs if necessary, to the exclusion of non-essentials of every character requiring lumber.

It was emphasized in this connection that lumber interests everywhere must come to exactly the same conclusion and that the sooner they do the better it will be for them and for all concerned. It was made quite clear in this connection that the transportation is resolving itself more and more into the question of what use is to be made of the products for which transportation facilities are wanted.

Resolutions were adopted commending the trade acceptance as a means of facilitating business, but it was pointed out in the general discussion that use of this instrument is necessarily limited because it is so little understood and so little used by the hardwood trade at large.

While here F. R. Gadd, assistant to President Robinson of the Hardwood Manufacturers' Association, said that it had been decided to hold a monthly meeting of the open competition plan of the association at Alexandria, La., for the convenience of those members of the association identified therewith in Louisiana and Texas. He had just returned from Alexandria, where the first meeting was held in conjunction with the Southwestern Hardwood Manufacturers' Club. The next meeting will be held March 27.

Mr. Gadd also announced that the monthly meetings for the eastern territory would be held in future at Huntington, W. Va., instead of at Cincinnati, the change being made because of the serious curtailment of passenger service on the Chesapeake & Ohio. The next meeting at Huntington will be held March 19. The monthly meetings at Memphis will be continued as usual.

It's Time to Know Your Costs!

Manufacturers' Association Seeks with Open Letter to Bring the Necessity Home

A movement has been put on foot through the office of Frank R. Gadd, assistant to the president of the Hardwood Manufacturers' Association of the United States, to bring to the hardwood lumber manufacturing trade of the country an understanding and appreciation of how important it is in these days of changes and upheavals, of uncertainties and world conflict, to know the basic cost of its commodity so that prices may be intelligently aligned and regulated in conformity with value.

The open letter referred to in the subheading comes to Hardwood Record with a letter from Mr. Gadd in which he sounds the warning and to show his desire for national discussion of the question as a concrete issue of today and not as an abstract matter of theory for solution at some indefinite future date, he makes the following statement:

A copy of this letter is going to the American Hardwood Manufacturers' Association and to the other trade associations, as it will do little good for the members of this association to discuss the subject unless we can get all the manufacturers of the country talking about it.

The open letter is shown in the panel in the center of this page and is given prominence because it represents a concrete attempt to get definite action on the most important subject now before the lumber trade. To illustrate the direct bearing which accurate cost knowledge has on the trade, the present controversy and rather unsavory dispute over selling prices for thick oak would probably never have arisen had the lumber manufacturers been united and consistent from the beginning on their costs and selling prices. There is not the slightest doubt that in the investigation which is bound to come the prices offered will be shown as unreasonably low and unfair to the lumbermen but just the same had the lumbermen been prepared with a clean-cut analysis in the beginning there would never have been an argument.

It won't do to arbitrarily advance selling price without regard to cost nor will it be safe to sell at low figures with the hope that they may show a profit. If you think your cost is low look up the figures cited in the circular letter.

But the only way to find costs is to dig in NOW and get them and forget all the high-sounding and general stuff that has filled convention programs in the past. Conventions can NEVER solve this thing—it must be done by committees—the best that can be chosen and Hardwood Record herewith furthers Mr. Gadd's letter with the suggestion that the various hardwood associations appoint respective committees to meet all together and to stay together until something promising immediate and unmistakable results is evolved. Uncle Sam is fast becoming the biggest buyer of hardwoods and he is going to clearly state that he wants to know the whyfor of prices. If he isn't shown he is going to use his own judgment and he is too busy an individual to waste time on guesses.

TO ALL MEMBERS:

Lumber and building materials have been least affected by the influences which have caused the price of all other commodities to soar to unheard of heights during the last three years, according to a document which has just been issued by the Bureau of Labor Statistics of the United States Department of Labor.

The publication is termed "Wholesale Prices 1890-1916" and includes 285 pages of figures, facts and charts, which clearly trace the course of the wholesale price of practically every article sold in America. The compilation goes further and groups different commodities into classes, such as farm products, food, clothing, fuel and lighting, metals, etc., and then compares the trend of prices in certain groups.

Thus one chart traces the prices of three big classifications: fuel and lighting, metal and metal products, lumber and building materials from January, 1913, to January, 1917. The effect of the war on prices is clearly seen in this chart, but lumber and building materials suffered the least. In fact, the advance in the price of lumber during this period is almost negligible. This chart shows that lumber, starting from a point indicated as 99 in January, 1913, dropped to 91 in August, 1915, and rose to 105 at the beginning of 1917.

The cheapness of lumber and building materials is even more vividly illustrated in another tabulation listing the advance in all commodities during the year 1916. Lumber is the lowest in this list with an increase of only 8% over the previous year. The average increase for all commodities was 23%. It is unfortunate that this report did not show the average prices obtained during the year 1917, as we are confident that these figures, when issued, will also show that lumber and building materials have not advanced in price in comparison with all other commodities.

From the information obtained from this report, however, it would seem that a discussion of the question of costs at our next meeting would result profitably to our members, as some of them do not seem to realize that the increases in price they have received for their lumber is more than offset by their increased cost of operating, the increased cost of operating now as compared with pre-war periods being more than the increase in the selling prices. A comparison of your sales will show just what the Government report states, that prices on lumber dropped after the beginning of the war, remained practically on a level during 1915 and 1916, the increase not beginning until the early part of 1917. The price of all other commodities and of all material entering into the manufacture of lumber increased rapidly from 1914 on. If we would make comparisons of 1915 and 1916 sales with pre-war periods decreases instead of increases would be shown. Many manufacturers who do not keep accurate costs have doubtless felt that because of the increased prices they were making satisfactory profits, when in reality they were simply using up their stumpage and operating at a loss.

We have before us the figures of one of the largest of manufacturers which show that for the year 1916 their operating cost, including stumpage, labor, supplies, depreciation, fixed charges, etc., were approximately $24.00 per thousand feet, while for the year 1917 these same charges were increased to approximately $36.00 per thousand feet or exactly 50%, the net increase aggregating $12.00 per thousand feet. In 1916 their average selling price was near $28.00 per thousand feet, approximately what it had been for the past two years, while for the year 1917 it was $38.00 per thousand feet, indicating an advance of 35%, or $10.00 per thousand feet, on an average. Thus it will be seen that this firm's business showed a net loss of $2.00 per thousand feet as compared with the year 1916.

That operating costs will show a marked increase in the current year over 1917 is not doubted. Everyone well knows that the price advance of 35% obtained by the manufacturer, above referred to, does not compare with the price advance of other commodities. For instance, steel has advanced from 300% to 500% and under Government regulations shows an approximate advance of 200%. The price of coal advanced as much as 500% and under Government regulations was allowed to stand at something like 150%. The price of grain, that is, hay, corn and oats, has advanced from 50% to 100% and oats, the food mostly used, showing 100% increase.

In order to continue in the lumber business saw mill owners will have to meet the advances of labor and the increased prices of commodities they are using in connection with their business that are sure to come, and at the same time they should receive what they are entitled to, namely, enough increase in the price of their product to offset increased heavy production cost. If the costs of other lumber manufacturers were like the one quoted above, it is clearly evident that if they maintain the same profits that they made prior to the war, their selling price must be increased $10.00 to $15.00 per thousand feet. Of course, if a lumber manufacturer's cost has not increased in proportion to the ones named, then the necessary increased selling price for them would be lessened in proportion as their cost is less than the one quoted. The figures, however, we believe are largely representative and they should cause every lumber manufacturer to be determined to examine more carefully into his costs to see to what extent the above increase in selling price should apply to his business.

Look into your costs and be prepared to discuss same at our next meeting.

Very truly yours,

FRG/S. F. R. GADD, Assistant to President.

The "Devil's-Claw Carpenter"

In that strip of semi-desert, stretching from the lower valley of the Rio Grande in Texas and Mexico, across New Mexico and Arizona, there is a tree which is a fit subject for a psychological as well as a botanical study. It illustrates the viewpoints of different observers who have undertaken to give it appropriate names. Strange it is that a tree so beautiful as to be called paradise flower by one observer should be thought so hideous by another as to be named devil's-claw. It is the same tree, but is seen under different conditions. Still other travelers consider ram's horn the most appropriate name for it; and yet others who are not quite so heartless as to couple this tree with the diabolical talons of Satan, modify the idea slightly and call it cat's-claw.

The botanist calls the species Gregg's acacia (*Acacia greggii*). Except during a period of about one week in early spring when the tree is in bloom, it is a doleful specimen of uncouth vegetation. Most of its associates are little better. Many of them carry such thin foliage in summer that they cast little shade. Devil's-claw's leaves are double compound, but so small that a group of forty-eight leaflets have been actually hidden under a silver dollar, though they are not usually that small. In midsummer many of the devil's-claw trees that occupy the bluffs overlooking the Rio Grande seem to be dead. Unless examined close at hand no foliage is visible, so thin is it, and so covered with the whitish dust that settles over everything. A little later the leaves fall, but so little changed are the trees in appearance that the shedding of the leaves may pass unnoticed. The branches look the same afterwards as before.

One feature stands out in horrid prominence. The thorns can be both seen and felt. They are curved like the claws of eagles, but are not so large. They grow along the sides of the small branches, with their murderous points curved back toward the tree's main stem, and what they catch they hold with a tenacity that justifies the name devil's-claw.

A Rare Wood

The wood of devil's-claw will never reach a very extensive market. All that grows between the mouth of the Rio Grande and the mouth of the Gila—2,000 miles across the half-desert country—would probably amount to less lumber than may be cut on ten acres of redwood or Douglas fir timberland. No factory in the United States, as far as reports show, has ever used one foot of this wood; yet it is exquisite in its beauty. It is dark rich red, but changes into other tones and tints in the same trunk, blending through intermediate cloudy effects into gray and green. No other wood of America shows so great a variety of colors; but, unfortunately, few others show so many defects and unsightly scars where pits and cavities have been overgrown and included in the trunk. Sometimes these pits fill with wood that seems to grow there by some abnormal process, and this included growth may be a worthless splotch, or it may display colors suggesting onyx. Defects largely predominate, so that the process of cutting the really valuable wood out of a trunk is slow and costly, and the stock thus secured is usually in small billets.

Trunks of suitable size are used for fence posts, fuel, and railroad ties; but sometimes novelties and small articles of furniture are made by natives who have the skill and inclination to do the work. The wood is so hard that no man can drive a nail in it, and few carpenter tools will cut it. It saws more like ivory than wood.

The Devil's-Claw Carpenter

There was, a few years ago and still may be, a man in the Rio Grande valley who had made a specialty of working with devil's-claw, and had gained considerable local notoriety on that account. He was called "the devil's-claw carpenter," and he considered the term a compliment. When the writer of this was in that region on one occasion, and heard so much of this man's wonderful work with this wood, it was thought worth while to procure more information at first hand. The man was finally located in a small town on the bank of the Rio Grande, in Cameron county, Texas—a typical devil's-claw region. He was not hard to find, since there were only a dozen or so saloons in the place, and it was said that he was sure to be in one of them. True to prediction, he was found in a back room, with a dozen Mexicans at a card table. That, by the way, was only the third day after the outbreak of the insurrection against Madero, and the town being on the border, hundreds of Mexicans had swarmed across the Rio Grande into Texas, with the idea of safety first.

The devil's-claw carpenter was more than willing to show his shop and its contents, as soon as he understood what was wanted. It was a dark night, but he led the way unerringly through lampless side streets and alleys, and up a dark stair which he rendered negotiable by repeatedly striking matches. The place had a clammy suggestion of "The Murders of Rue Morgue." His shop was likewise his living room, as was apparent from the unwashed mush bowl and spoon on the table, and a cot in the corner. A kerosene lamp with a cracked chimney, black with smoke, furnished the illumination.

The work bench was one end of the dining table, and all the visible tools could have been carried in one hand; and on this table were piled the articles made of devil's-claw, which the carpenter had whittled, sawed, and filed into shape, and on which his local fame rested. He used other Rio Grande woods also, but he specialized on devil's-claw which he cut on the Rio Grande bluffs.

The light was poor, but it sufficed to show gems of workmanship in which bits of wood of various colors were joined so perfectly that it was scarcely possible to say whether it all was one piece, or composed of many. It was difficult to determine which was most to be admired, the natural beauty of the wood, or the skill of the eccentric genius that worked the pieces into shape. He gave the devil's-claw wood all the credit, but all of the credit did not belong with the wood.

He was anxious to sell something, and said that he had not sold a single article in all the years that he had been making them, but had once loaned some to an exposition which made use of them to advertise the resources of Texas. When he named some of his prices, it became apparent why sales had not been up to his expectations. The smallest and cheapest article he had was held at twelve dollars, and it could not be bought for a cent less. He had tea trays, paper weights, jewel boxes, miniature tables, checker boards, and many conceits not made for any particular purpose and bearing no special name. He was obsessed with the idea that he was famous and that connoisseurs, perhaps crowned heads, would finally come to his terms and possess his devil's-claw novelties and curiosities. His prices may not have been excessive, if the time required in collecting the material and making them were counted at living wages.

German Business Men Notified

The Chamber of Commerce of the United States some weeks ago called for a referendum vote from members in all parts of the United States upon the proposition to boycott Germany's business men after the war, unless the Germans themselves take effective steps to rid themselves of the military caste that has plunged the world in war and is still seeking to overthrow neighboring democracies. It was to be a warning to the Germans that they could not maintain a dangerous war machine and at the same time expect trade with America.

The referendum vote has now been taken and it is overwhelming in its sentiment in favor of cutting Germany off from our trade after the war unless the Germans themselves overthrow their war-made rulers and put in their place a government in which the people have a voice. The Chamber of Commerce's vote was 1,204 in favor of the proposed trade restriction and 154 against it. This should serve as notice to Germany that if she expects to do business with this country she must not only repent but must bring forth fruit worthy of repentance.

The National Chamber of Commerce has 500,000 members scattered over the whole United States and they represent the country's business. The vote was given by the representatives of the whole membership.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

The big hardwood development of the month in Washington was the closing and abolition of the Southern Hardwood Emergency Bureau and the War Service Bureau of the National Hardwood Lumber Association. This was done by mutual agreement upon the ground that there is not enough business here to warrant the expense involved in maintaining the bureaus. The action of the southern and national bureaus leaves the Northern Hardwood Emergency Bureau alone in the field here, and it is said that it has not considered abolishing itself. The two former hardwood bureaus accomplished considerable here by getting in touch with the government and allied needs, keeping the trade informed, letting government authorities know what the lumber industry can do, and garnering considerable business. The work will be continued from the home offices of the associations.

The National Hardwood Bureau, according to Chief Inspector Hoover of the national association, has placed orders for over 7,000,000 feet of lumber. It also took some orders for cypress lumber and for hemlock.

The northern hardwood bureau reports the shipment of considerable birch lumber for propeller stock. It is understood that the use of northern hardwoods for making vehicles for the army will be permitted by the government. It is believed that northern oak will be easier to get in some instances than southern hardwoods.

The navy department is understood to be buying about 1,000,000 feet of lumber per day. A good deal of it is being bought without competitive bids, and the delay incident thereto, because Lumber Purchase Adviser Morford of the navy department bureau of supplies and accounts knows that the Director of Lumber, Council of National Defense, has already fixed the price of lumber of many kinds, sizes and grades for many purposes. He does not go behind the government price as a rule, but seeks bids if there is no fixed price.

Mr. Morford says that the navy has been reckless in the use of ash lumber for purposes for which substitutes can be used. He mentioned ship's ladders and furniture for the naval training stations and barracks. He says that oak and cabinet woods are now being substituted.

The ash shortage, said to be due to the big demand for this wood for airplane construction, has not yet hit the navy, it is stated, but it has taken steps along conservation lines in the interest of other branches of the government service. Navy lifeboat oars are still being made of ash by the New York Boat Oar Co. and a Memphis company that has a subcontract from the New York concern, and also does business with the allied governments.

Just now the navy is out after about 100,000 feet of oak lumber for shipment to the Orient.

The Northern Hardwood Bureau has received orders recently for a quantity of hemlock lumber for more building construction undertaken by the war department at the cantonments at Rockford, Ill., and Battle Creek, Mich.

Under H. K. L. Williams, who is in charge of hardwoods for the signal corps of the army, is J. C. Wickliffe, secretary of C. C. Mengel & Brother, who has been placed in particular charge of mahogany. Over both of these gentlemen is Henry Lockhart, Jr., as chief of the Foreign and United States Materials Division of the Signal Corps.

Mr. Williams is reported to want basswood and poplar for airplanes. Poplar is used in training machines, basswood in the wings.

An estimate of $400,000,000 appropriation to make up a deficit in the aviation program has been submitted to congress very recently.

During the debate recently in the house Representative Towner of Iowa stated that investigations of the United States Bureau of Standards demonstrated that mahogany was not the only wood suitable for airplane propellors, but that there are plenty of native woods in this country available and suitable for this purpose.

Veneer paneling in eighth of an inch thick with a hardwood core and softwood exterior is needed in great quantities for airplane production, it is learned. The National War Emergency Bureau of the Veneer and Panel Industry is understood to have information that this material is needed not only for the fuselage of the machines, but also for the covering of the wings. Recent government specifications permit this latter use of veener in substitution for linen cloth, which is very scarce.

It is reported that there have been amicable agreements reached between representatives of the United States government and of its allies practically dividing the mahogany and walnut lumber supplies of this country to meet the war needs of the grand alliance as far as possible.

A call for skilled woodworkers and other mechanics has again been sounded. Secretary of War Baker, the Committee on Public Information, and the Signal Corps of the army have united in the call for such men by the thousand to perform very necessary work in the aviation corps of the American Expeditionary Forces and the army at home.

Woodworkers are also needed, it is understood, in the big ordnance repair and manufacturing shops being constructed at a cost of $25,000,000 in France, for taking care as far as possible of the matter of vehicles and wheels for the American armies.

The war service committee of the furniture and fixture and allied woodworking industries is reported to be quite successful. Details of its work are not yet available, but it is understood to have received orders for airplanes, propellors, wagon and auto bodies and wheels, boxes, etc. The committee is getting organization in good shape here, tabulating information about the members of the bureau, distributing information, receiving and answering inquiries from various government departments, etc.

Large contracts have been placed by the government for wooden boxes for shipping millions of shells, grenades, rifles, cartridges, and many other instruments of warfare, some of which may prove a surprise to the Germans.

Government box contracts have been awarded to sash and door factories and furniture factories as well as to straight box factories, although the bulk of this business naturally goes to the old line box people. It is reported that some of the prices at which certain concerns took government box contracts were much too low, owing to the highly technical character of the specifications of many of the boxes required for ordnance supplies.

The price of wooden boxes for 14,000,000 cans of foodstuffs is understood to have been fixed by the food administration purchase bureau, which is buying food for the allies and for the American army and navy.

W. S. Goodwillie, a Chicago box manufacturer, has been commissioned a captain and placed in charge of the section of packing boxes and containers, of the ordnance department.

The Southern Pine Emergency Bureau has received orders for 18,000,000 feet of lumber for Charleston, W. Va., powder factory and Hog Island ship yard, and various camps, Washington constructions, etc., also 52,000,000 feet the preceding week for the Nashville, Tenn., powder factory, with a quantity of special sawed stuff for the British government, and orders to replace lumber Gen. Pershing got from England, and other good business in sight.

(Continued on page 33)

Figured Gum Passes Final Test

THE O. K. Houck Piano Company has met with great success in the FIGURED GUM piano it has had on exhibition for some time.

Several other houses are now making sample cases in FIGURED RED GUM. The Edison phonographs are now shown in this wood. Its use in many other internationally known products has brought public recognition.

The trade would buy YOUR product in FIGURED RED GUM.

We are able to help greatly in your choice of material for sample lines as we are the largest producers; as we keep on hand a stock of logs for filling exceptional orders; as our warehouse contains one million feet of FIGURED RED GUM, sawed and sliced, in all thicknesses.

Our standing as the leading producer bears testimony to the correctness of our methods and equipment, and of the quality of our timber

"A trial will prove our usefulness; Buy of us and get it for less"

NICKEY BROTHERS

Incorporated

MEMPHIS, TENNESSEE

BUY FROM THE BIGGEST PRODUCER

Standards as a Hobby

Production of Uniform Sizes as Well as Thicknesses Would Result in More Economical Production

THE IDEA OF established standards and the plea for standardization is not new by any means. Both have been before us for many years and standardization has been a factor of importance in the industrial life of the country for a generation or more. The idea of standards as a hobby, however, has become more widespread with the new year, and with the government setting an example and insisting upon standardization in airplane work and in motor work and other work for the army and government needs new force is given it.

With the example of the government before us leaders of industry on all sides are now mounting the standard hobby at such a rate that unquestionably standardization will be a subject of importance in every line of industry throughout the year and as a final outcome there will perhaps be more progress made in establishing recognized standards during the year than has been made in a period of several years heretofore.

In the veneer and panel industry we have been discussing this matter of standards something more than ten years. The writer finds by reference to earlier notes and previous writings that a discussion between Mr. Underwood and Mr. Doster, back in the summer of 1906 was a means of starting an argument on this very subject.

There had been a convention session of veneer and panel men in the course of which Mr. Doster, on behalf of the Hardwood Manufacturers' Association told of what they were doing in the lumber industry, how the organization was keeping a list of stock and keeping the industry informed about how much was on hand of this and that kind of stock so that with this information before it the trade might be so guided in its work as to let up on the manufacture of stocks that were accumulating too heavily and concentrate on those sizes which seemed to be most needed.

After it was all over Mr. Underwood remarked to Mr. Doster that he liked the talk very well and that the logic of it would apply as well to the veneer industry as to the lumber business, except on the point of stock on hand. He said that in the veneer business they didn't have stock on hand, but cut the veneer and made the panels on orders. Moreover, he argued that they couldn't do it anyother way, so there was no chance in the veneer industry to use the idea of stock statistics.

The writer took issue with Mr. Underwood at that time and insisted that if the veneer and panel men were not cutting stock ahead of orders it was time they took up standardization and developed the practice of establishing standards and carrying stock ahead of needs. The sash and door industry was cited as an example of standardization, also the sawmill industry as a whole. It was pointed out that one of the serious problems in the manufacture of rotary cut veneer was then, as is now, the question of how to make a clean up disposal of the stock. The argument was advanced then, just as it can be now, that to establish the practice of cutting certain sizes in standard stock and carrying it against future needs will do a lot toward helping solve this question.

For example, a buyer has an order for certain widths in veneer. It goes without saying that the manufacturer will produce some stock in cutting that will not fit the width. While he might get along very well if it was narrow stock, it will more likely be 12 inches or wider. Suppose it is an order for 18-inch stock, what are you going to do with the stuff that won't make 18 inches? Let us go over to the sawmill and see what they do there. It's very simple, isn't it? They get what 18-inch boards they can out of a log and the rest goes into standard stock, of one kind and another, is piled on the yard, and, in the course of time, is sold. Can't we do something of the same kind in the veneer factory? If not, why not?

The sawmill has one advantage over the veneer factory in that it can cut part of a log one thickness and part another, at will, and thus better control the diversifying of their product. But what would this avail them if they had to cut to order exclusively and could not cut standard stock against possible future needs with some assurance that it would find sale?

The key to the whole situation is in having a sufficiently varied and constantly required list of special orders to help make an economical clean-up of timber. If you are fortunate, there are times when you can get this effect by having on hand a long string of orders so varied in dimensions as to dovetail in with each other nicely to make a close clean-up. But to get things in this shape is not always possible. You can't logically expect to take an order and make the acceptance contingent on getting another to match it. You may make them subject to strikes and other things, presumably beyond your control, but veneer will have to be mighty scarce and hard to get before the average buyer will offer you an order to be cut only when you can get another order or two that will work nicely with it, so as to help clean up your timber closer. It wouldn't be good business, and, besides, what's the use—why not have some standard sizes to help you make this clean-up? It need not interfere with your work when you are lucky enough to have a list of orders that go well together, and it will help you out considerably when you haven't. In fact, this is the keynote to the solution of the economical manufacture of rotary-cut veneer. Then, why not?

One of the things which distinguishes our sawmill and lumber industry from that of the old world is its standards. In much of the old world country, the sawmill simply converts the logs into flitches, thick plank and timbers, and these in turn are worked up at the planing mills and factories in whatever dimensions are required. In this country we do differently. We coined the word lumber, and built up the lumber business around the inch unit as a standard, and early developed the habit of cutting the stock to standard thickness, width and length, and undoubtedly quite a measure of the great success and progress of the lumber industry of the United States is due to this early standardization. Anyway, out of it we have built up the greatest lumber and woodworking industry the world has ever known and at the present time we are doing the same thing with the veneer business.

Also we are gradually making progress at standardization in the veneer and panel business. We have been both unintentionally and unconsciously reducing veneers to standard thickness and it is only a step further to making standard widths and lengths. We are doing this in many lines now and many people are able to carry certain stocks of veneer ahead of needs. In panels it is not so easy nor has as much progress been made as in veneer, but some progress is being made even there. Meantime, many veneer people feature stock on hand and advertise it today.

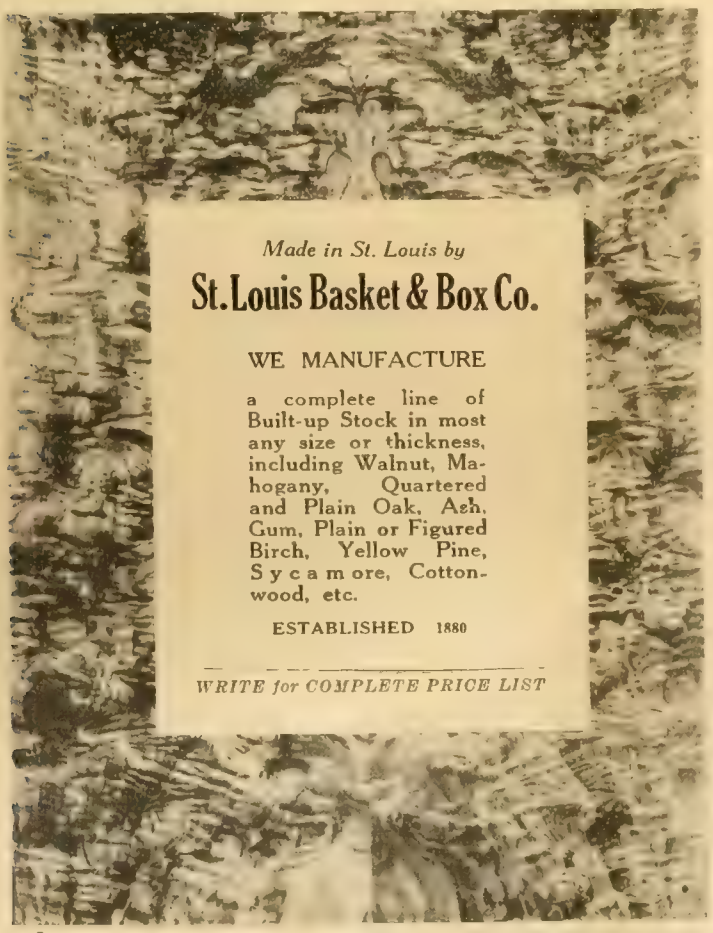
One phase of the veneer business practically establishes its own standards and that is the fine face veneer—the figured stock and the flitch stock. This must be cut to suit the timber and the width and figure adapted after it is cut to the best combination for getting results. This is a special branch of the industry, however, one in which the figure and face appearance are the controlling factors. There is, of course, some room to exercise the standardization idea here, but the main field for riding the hobby of standards to bigger things and better results is in the plain rotary veneer industry, and in the making of plain panels and built-up lumber.

Just before the war turned the world upside down we had some interesting development started in connection with standardizing the veneer industry. At a meeting held at Indianapolis Robert E. Belt, of the Federal Trade Commission, made a talk to the members attending, in which the subject of standardization played an important part.

Mr. Belt had in mind not merely the standardization of sizes and testing methods, but also the standardizing of cost sheet methods and cost figuring generally.

At that time, too, a committee was named to go before the National Hardwood Lumber Association with the subject of veneer grading rules and specifications. The idea of that conference was to investigate the practicability of including the grading rules of veneer in with the standard rules for grading lumber. Still, in a way, it was a step toward standardization.

It is easily apparent, however, from observation and talks with those engaged in business, that we are gradually working toward more standards and more stock carrying in the veneer and panel business. Moreover, since the standard hobby is one that will be ridden extensively in practically every industry during the present year, it should prove a splendid way in which to push the idea of more standards and more following of standards in the veneer and panel industry. J. C. T.



Veneer has been successfully substituted for paper for certain purposes. When cut thin, the printer makes use of it for cards and stationery. It is not claimed that in price it is a competitor of paper, but as a novelty it is popular. The amount of rough handling it will stand surprises most people. It may be sharply bent without breaking or splitting, and ink shows well when the printing has been properly done. Wooden visiting or business cards are not unusual.

A radical change has taken place during the past fifty years in the popular definition of veneer. It was once commonly understood to mean something flimsy or counterfeit, something not as good as it looked. That view has changed, and it is now understood that there is nothing sham about veneer. It is not intended to be a covering for faults and defects, but rather as a finish that adds value to the article. It is known that an article covered with veneer may be better than one of solid wood. That understanding has been reached by a long process of education relating to the uses of wood.

LONG-KNIGHT
LUMBER COMPANY

WALNUT—HARDWOODS
CYPRESS

Manufacturers and Wholesalers

Indianapolis, Indiana

American Veneers of Foreign Wood

The Output Is Small, but the Cost May Range Quite High

THE UNITED STATES is so well supplied with wood of its own that it has little reason to bring wood from foreign countries to work into veneers; yet nearly 25,000,000 feet, log scale, are imported annually for that purpose. This has nothing to do with veneers imported already cut or with panels made abroad and shipped to this country. The stock cut from imported logs is small in comparison with that produced from homegrown material, and is approximately six per cent of the whole. The following foreign woods are imported in the log and are cut into veneers in this country. The figures cover one year:

Wood Imported	Feet, Log Scale	Cost per 1,000 Feet, Log Scale
Mahogany	16,057,000	$ 97.50
Spanish cedar	5,140,000	92.19
Maple	1,025,000	15.02
Circassian Walnut	809,000	318.33
Birch	500,000	15.00
Beech	500,000	12.00
White oak	463,000	100.00
Elm	25,000	12.00
Satinwood	15,000	200.00
Rosewood	15,000	140.00
Ebony	1,000	180.00

Of these woods, beech, birch and elm may be dismissed as of no special interest, because they came from Canada and are of the same kind as grow on our side of the international boundary. They were imported for no reason except that they were convenient, and could be had as cheaply as similar wood on this side of the line.

Foreign Oak

Information regarding the imported oak is incomplete and its origin is not stated. It was all converted into veneer in the state of New York. Its price indicates that it did not come from Canada, as it cost too much —more than twice as much as the oak grown in this country that went to veneer mills. While the high price seems to exclude Canada as its origin, the price is rather too low for European oak. Possibly it was Japanese oak which can be laid down in this country at the price quoted. Oak from Japan, and similar oak from Siberia, have found considerable demand in the United States.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

30 YEARS' EXPERIENCE
ESTABLISHED 1888

¶When you can obtain Veneered Tops and Panels, at reasonable prices — with prompt shipments assured — from a manufacturer backed by these many years of experience, why take any chances on the "cheap" stock offered? The reason for the low price is necessarily reflected in the quality.

¶This "Price First" stock may answer for some purposes, but certainly can not give satisfaction in first-class cabinet work. Then, again, the concern with the low price is invariably, for this reason only, far behind orders and is very slow and uncertain in deliveries.

LOUISVILLE TOPS AND PANELS

are "made right" to "stay right." Our prices are only reasonable for the character of stock we furnish, and are no higher than other reputable manufacturers'. Why not let us figure on your next specifications?

IT MAY BE THAT WE CAN GIVE YOU BETTER SERVICE THAN YOUR PRESENT CONNECTION

The Louisville Veneer Mills

INCORPORATED

Also Manufacturers of American Walnut Veneers

Louisville - - - Kentucky

The Asiatic oak is soft and works well, but it lacks the characteristic figure of some of our native oak.

A previous article in this section of Hardwood Record dealt with mahogany as a veneer wood in this country, and its further discussion may be omitted here. This leaves Spanish cedar, Circassian walnut, satinwood, rosewood, and ebony as the foreign veneer woods that go to mills in this country.

Circassian Walnut

Less Circassian walnut is made into veneer today than at the time the above figures were compiled, which was a few years ago. Statistics of the veneer industry are not compiled very often. This walnut comes from the shores of the Black and Caspian seas, and this region has had little commerce with the outside world since the beginning of the war. About all the walnut that has been made into veneer since then has been cut from logs in storage at the beginning of hostilities. So far as America is concerned, it has few left, and the production of Circassian walnut veneer the present year may be expected to be very small.

This is the same tree that bears the "English" walnuts found in the stores; but the trees which bear the nuts have been planted in Europe and America. Large numbers of them are growing in California, and in course of time their trunks may be cut for veneer; but that time will not come soon, for the trees must be quite old before the wood becomes finely figured, and in some localities it never does. Most of the Circassian walnut logs from Russia and Turkey are cut in old walnut orchards which were planted from one hundred to three hundred years ago. They have ceased to be profitable as nut bearers, on account of age, and are sold as logs.

Satinwood

Satinwood is not an important source of veneer in this country, as only 15,000 feet of logs are demanded yearly. The logs are seldom more than twelve inches in diameter. The wood is yellow and very hard and heavy. It resembles boxwood of which wooden rollers of skates are made. The wood's value does not depend on figure, for it has none.

The supply comes from the East Indies and the West Indies, but the trees in the widely separated regions are not believed to be identical, though much alike. It is probable that the supply reaching the United States comes from the West Indies, chiefly Nassau and neighboring islands east of Florida. A similar tree grows in Florida, and is found principally in the Marquesas keys and Boca Chica keys. In Florida it is commonly called yellow wood. Its family (the rue family) has several representatives among the trees of this country. The wood is used both in the solid and veneer. As solid, its chief demand comes from makers of brush backs. As veneer it is made into small articles of furniture and into musical instruments. When the wood is fresh it has a disagreeable odor and a bitter taste, but these largely disappear

BLACK WALNUT

Ready for Immediate Shipment

First and Seconds

40 M ft. 4/4
F.A.S. 6—7′ lengths, 6″ & wider
55 M ft. 4/4
F.A.S. 8′ & longer, all 6″—7″ wide
30 M ft. 4/4
Qtd. Sawed, 6″ & wider, 8′ & longer
10 M ft. 5/4
F.A.S. 6″ & wider, 8′ & longer

No. 1 Common

52 M ft. 4/4
4″ & wider, 6′ longer
25 M ft. 4/4
4″ & wider, 6′ longer (Sap Selects)
38 M ft. 4/4
4″ & wider, 6′ longer (Qtr. Sawed)
Small quantities 5/4, 6/4 & 8/4 Common

On account of shipping difficulties you should not delay in placing your orders at once, so as to allow more time for shipping than in former years.

ALSO FIGURED WALNUT
VENEERS AND SQUARES

PICKREL WALNUT CO.

ST. LOUIS, MISSOURI

Call on our Representative, R. S. WOODBRIDGE, when in Grand Rapids, Mich., Vinkemulder Bldg.

when the stock becomes thoroughly seasoned, and no complaint on account of them is ever heard in relation to the finished articles.

Rosewood

A dozen or more distinct woods are known as rosewood, and some of them are not related to the others. They grow in many parts of the world. But the rosewood which finds its way to the veneer mills of the United States perhaps all comes from Brazil and is all of the same species, **Dalbergia nigra,** a tree belonging to the family to which locust, mesquite, and redbud belong. It reaches our market as small logs.

The wood is about as heavy as hickory, and in color is blackish or purplish brown. It contains many pores, but they are usually tightly packed with resin so that they are not prominent in the polished wood, though they can generally be seen. The name is due to the wood's faint smell of roses, though the odor is largely lost after the wood has been seasoned. There is nothing in the color suggesting roses.

The largest use of the veneer is in the manufacture of pianos, but it enters into the construction of other musical instruments. Many small articles are made of solid rosewood.

Ebony

The use of ebony by veneer makers is so small that it is scarcely worth mentioning. It is more demanded in solid than in veneer. It comes from many parts of the world and is identified as many species, but all belonging to the same family as persimmon. It is valued chiefly for its rich color. Ebony is commonly thought of as black, and that is the color of most that goes to market; but ebony may be had in most colors common to other woods. The color is found in the heartwood and is due to pigments deposited there while the tree is growing. The sapwood is nearly as white as the sapwood of hickory; but little demand exists for the sap. Its principal use is in the manufacture of shuttles for weaving. Most of the ebony of commerce comes from East Africa or Ceylon, though a little is shipped from various countries. Most ebony veneer goes to piano factories.

Spanish Cedar

When cedar is mentioned, most people think of softwood, but Spanish cedar is a hardwood with broad leaves. It is misnamed, for it is not a cedar. It belongs to the same family as the China tree which, though originally introduced from Persia, has run wild in the Southern states. But Spanish cedar cannot stand our climate and is not found growing in the open in the United States. It is nearly related to mahogany and closely resembles it, but the wood is much softer.

Cigar boxes constitute the largest use of Spanish cedar veneer. It may be cut very thin. It has been reported cut to the thinness of one-thousandth of an inch, but that is too thin for any practical purpose.

Vermillion

A large number of woods from foreign countries are made into veneers in the United States, but no exact figures are obtainable. Principal among such is vermilion or padouk. This wood's color suggests its name. Car builders are its largest users in this country and it is among the handsomest and most expensive of foreign woods. The genuine article comes from the Anadam islands and adjacent shores, but there are other woods which resemble vermillion and carry its name, which are something else. The Philippine islands have woods which pass in the market as vermillion, though botanists insist that they are different from that produced in the Anadam islands. Users of the wood can distinguish no difference.

"EASIMOOV"

The Veneer Tape that is "Up to the Second" can be removed instantly after having served its purpose, without being sanded. Saves time and expense.

Write for sample coils

IDEAL COATED PAPER CO.
The Veneer Tape Specialists
MAIN OFFICE AND MILLS, BROOKFIELD, MASS.

Wooden Caster Coming Back

It is not exactly proper to say that the wooden caster for beds and other heavy furniture is coming back, for it has never gone out. It did lose some ground, however, to the metal caster. Since metal has increased so greatly in cost, while wood has remained practically the same, the little wooden wheel is regaining whatever ground it lost. The caster is made of hardwood and the harder the better, but it must be a wood not easily split or crushed. One of the advantages of a wooden caster over one of metal is that it is less noisy when rolling over the floor. Birch, beech, maple, and lignum vitae are good caster woods. In non-splitting qualities black gum is excellent, but it is not hard enough to stand severe usage. Mesquite has properties that seem to place it among our best native woods for casters, but it is not much used. Turkish boxwood is usually regarded as the highest class caster wood, but it is expensive.

Russian Veneers Missed

Before the war Russia exported much veneer and veneer panels, largely to Great Britain, while a little came to America. This supply has now wholly ceased and there is no way of telling when it will again begin. Much of that Russian veneer was made of white birch and alder. Three years ago a Russian veneer manufacturer visited the United States in the interest of the trade and addressed a number of association and board of trade meetings in this country, where he gave interesting descriptions of the processes of manufacturing his product. One point that attracted the attention of veneer makers here was that in Russia it was customary to dry the sheets of veneer by passing them between hot rolls. In that way they were quickly made ready for gluing into panels. The absence of Russian veneer from its former markets will create a demand for something to take its place, and American veneer makers ought to be able to get some of the business.

Veneer for Coffee Drums

It is announced that a large veneer mill is to be built at Sacramento, Cal., and will specialize in rotary cottonwood and sycamore veneer for coffee drums and fruit baskets and crates. Cottonwood is considered one of the best woods for coffee and sugar drums. It is white in color, light in weight, and tough in texture. Sycamore is little inferior to it in all qualities except color. The veneer industry in California, so far as hardwoods are concerned, has never been large, and only three hardwoods of that region can be regarded as wholly suited to veneers for the barrel and basket business. These three are cottonwood, sycamore, and alder. The supply of these woods is not great in any one region, but the trees are scattered in many places along the water courses. The shipping drum business on the Pacific coast will be stimulated when the supply of home made veneer becomes available.

Veneer panels are no more durable than is the glue that holds the sheets together. For that reason the improvement of glue and the development of the veneer industry have gone on side by side. Glue must have holding power that is not seriously affected by weather changes; for the panel that falls apart in damp weather is a failure. It is probable that panel makers are the largest users of glue; at least it is certain that they are the most exacting users.

When the cores are utilized as they may be, there is little waste when wood is manufactured in veneer by the rotary or the slicing process. Even the loss due to sawdust is eliminated. Little veneer is now made by sawing, which formerly was the principal method of making it. The easy manufacture of very thin lumber by the band resaw has met a demand which was formerly filled, in part, by sawed veneer.

PERKINS GLUE COMPANY

SOLE MANUFACTURERS AND SELLING AGENTS

PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut
AND
LUMBER

22nd St. and So. Crawford Ave.
CHICAGO

They Are Fighting For YOU

FELLOW Lumbermen from the United States and Canada are in the Trenches of France *now* doing their utmost to protect *you* and *yours.* Hundreds more are going. *It is up to you* to let them know you appreciate what they are doing.

They need tobacco and comforts, you can surely share with them what you are getting in abundance. *Cheer them up* and let them know the lumber industry is behind them by *subscribing today—now* to

The Lumberman's Soldier's Comforts Fund

In charge of the Concatenated Order of Hoo-Hoo. If you know of *any lumbermen* who have joined the ranks of the American or Canadian army or navy send their names and address to

E. D. TENNANT
1218 WRIGHT BLDG., ST. LOUIS

We want to get in touch with them.

FILL OUT AND MAIL TODAY

E. D. TENNANT, 1218 Wright Building, St. Louis, Mo. ....191.....

Dear Sir:

Enclosed find Check, Money Order or Currency for $....., covering my subscription to the "Lumberman's Soldier's Comforts Fund."

Monthly subscriptions are solicited. If you prefer to subscribe a certain amount per month, fill in below.

I hereby agree to subscribe $..... per month for one year from date, or for duration of war, payable on the first day of every month, commencing .....191.....

Signature .....

Address .....

.....

Make Checks payable to E. D. Tennant, Treasurer.

The Georgia-Florida Yellow Pine Emergency Bureau reports the receipt of orders recently for 1,000,000 feet of ties and 1,000,000 feet of timber for government work at Fort Navassah, N. C., and 1,000,000 for government construction in this city, also 3,200,000 feet for Hog Island and other projects.

The Alabama-Mississippi Emergency Bureau has received orders for 3,000,000 feet of lumber for camps and is in line for 12,000,000 or 15,000,000 feet each for the Nashville and Charleston powder plants.

The North Carolina Pine Bureau recently received orders for six to seven million feet of lumber for camps, for animal embarkation facilities at Newport News, for a government ammonia plant at Perryville, Md., and for other work.

The capacity of army hospitals is to be doubled and the aviation fields to be made larger, according to information obtained in official circles here, thus increasing the demand for lumber.

Representatives of the aircraft board, shipping board, navy department, cantonment division and signal corps of the war department, war industries board, and Pacific coast lumbermen have formed a conference to keep in close touch with the Pacific coast lumber production, and the situation as regards the needs for shipping and aircraft. Capt. A. E. Selfridge of the lumber director's office has been appointed Washington representative of the west coast lumber interests. Howard Coffin of the aircraft board is chairman of the conference. J. H. Bloedel, H. B. VanDuzer and Col. Disque are the Pacific coast members of the conference. Col. Disque has been here recently. Under the new scheme the West Coast lumber emergency bureau has been merged into the government service, with Lynde Palmer still in charge of its office here.

Messrs. Coffin, Selfridge and Palmer are members of the West Coast lumber conference, which also includes H. F. Howe and Capt. H. M. Darling of the aircraft board; James O. Heyworth of the shipping board wooden ship division, Major Durant and Capt. Dorsey of the cantonment division of the war department; M. Doubleday of the Navy Department. The conference disposes of questions arising in connection with the government orders here and the lumber production of the West.

A hearing before the federal trade commission on the cost of producing southern pine has been set for this city, March 12, when efforts will be made to settle the question whether prices on lumber orders of the government during the last three months shall be raised, and what the future price will be.

A freight embargo has been imposed on all shipments north of Potomac Yards, Va. Lumber can't be moved except with the special order of the government officer in charge of work for which it is needed.

It has been announced that the shipping board has sent James Bentley and Wood Beal to Jacksonville and New Orleans, respectively, to take charge of the work of locating and getting out big timbers from the southern pine forests which the board officials say they have not been able to get from the southern lumbermen, owing to the expense and delay involved in the production of these timbers. Bentley and Beal have sent timber cruisers to look over the southern forests and Bentley has reported that in Florida and Georgia they have discovered 400,000 trees suitable for making big ship timbers. Similar reports are expected on the forests of other southern states.

James Heyworth, in charge of wooden shipbuilding for the shipping board, says that Bentley has arranged to get a number of logging crews and teaming outfits to go into the woods and cut the timber that is being marked by government experts, and also to haul it to mills where it will be manufactured for the government, the timber and mill owners being compensated by Uncle Sam at reasonable prices. The government will commandeer the timber if necessary, it is stated. Heyworth says that there were still 10,000,000 feet of southern pine big ship timber due from the South February 1, out of 101,000,000 feet originally ordered. Twenty-five million feet have been furnished from that section, and 65,000,000 feet have been ordered from the Pacific Coast for wooden ship building in the South and East.

Shipbuilding contracts for 24 wooden ships held by the Southern Shipbuilding Company, Charleston, S. C., and Hampton Shipbuilding Company, Norfolk, Va., have been cancelled by the shipping board because the companies have not begun work on the vessels yet. The government may take over the shipyards and build ships itself. It is stated that building of steel and wooden ships on the Pacific Coast is beating eastern and southern records.

Organized labor is getting active in efforts to direct the wooden shipbuilding program. John J. McGee of New York has submitted to the President a plan involving the government's taking over all the shipyards. If this is done he says labor can produce 750,000 tons of wooden shipping every sixty days, or 5,000,000 a year, after they get started. Many new yards would be built under the plan also.

Mr. McGee, who formerly headed the skilled labor bureau of the emergency fleet corporation, says that difficulty in obtaining big timber has caused delay in the wooden shipbuilding. He favors the abandonment of the Ferris type and the building of many 5,000-ton wooden ships of the Hough, Donnelly, Hawks and similar designs.

Mr. McGee is reported to have been offered an appointment by the Canadian Munitions Department to take charge of shipbuilding in Canada, and invited to take 5,000 carpenters and woodworkers besides other workmen with him. According to William L. Hutcheson, president of the Brotherhood of Carpenters, Mr. McGee has accepted the proposition.

Hutcheson declares that there are 50,000 carpenters idle who could be used in shipbuilding if the material, especially big timbers, were on hand. This statement was made at a conference between Hutcheson and representatives of the navy department and shipping board and metal trades union. It was added that wooden ships of other types than the Ferris type do not require timbers heavier than 8 by 12 and that such ships are being built on the Pacific Coast for the French government. One company is said to have a contract for 59 ships of this type.

Government housing preparations are proceeding rapidly. The President has approved the bill providing $50,000,000 for the shipping board for housing shipyard workers, and $8,000,000 has been allotted for housing operations at Hog Island shipyard. Other allotments of millions are to be made for shipbuilding towns along the Atlantic coast. Much of the housing will be frame construction in the form of portable houses, barracks, and permanent dwellings.

A general housing bill providing for housing workers in munition plants, etc., at a cost of another $50,000,000 has been reported favorably by the house committee on public buildings and grounds, and will pass the house of representatives at the first opportunity.

To provide for housing government employees in the District of Columbia a bill has been introduced by Representative Mapes of Michigan making $10,000,000 available. Extensive construction operations have been undertaken here and others are planned to accommodate government departments and offices and in them large quantities of lumber are needed.

Harold P. Plummer, Union Lumber Company of Los Angeles, Cal., and the Union Steamship Company, has joined the United States food administration as a volunteer in connection with the handling of marine transportation problems falling within the scope of the food administration's activities. He will aid in coordinating the work of the administration, the war trade board, and the shipping board.

Secretary of the Interior Lane has ordered the sale of 70,000,000 feet of timber located on lands in Oregon formerly included in the land grant to the Oregon & California Railroad Co., which was declared forfeited to the government a couple of years ago.

Modern Hardwood Operations

TOP TO BOTTOM—(1) LOG LOADER AT WORK. (2) LOG YARD IN THE WOODS. (3) LOGS ARRIVING AT MEMPHIS MILL.

The Gayoso Lumber Company of Memphis, Tenn., is one of the widely known and substantial lumber concerns of the South. It has been in business in that city twelve years and has kept pace with the development of that prosperous region and contributed to its success.

The company first opened a plant for business in Memphis in March, 1906, and at that time was capitalized at $50,000. It purchased ample yard space in South Memphis along the main line of the Yazoo & Mississippi Valley railroad, thereby exhibiting excellent foresight in planning for the future and the business expansion which the future would bring to that growing region.

When the company located at Memphis it represented the business formerly conducted by the Ransoms at Nashville, Tenn. At the time of the move to Memphis the officers of the company were John B. Ransom, president; Arthur B. Ransom, vice-president; W. A. Ransom, secretary and general manager, and Charles R. Ransom, treasurer. Now, after a period of twelve years, W. A. Ransom is president, and C. R. Ransom secretary and treasurer.

THE BIG MEMPHIS MILL.

When the business was carried on at Nashville years ago it was concerned with hardwoods, for which Tennessee has always been noted.

The establishment of the business in Memphis was well advised. That city is the natural center for the hardwood business of a large section of the South. Its facilities as a manufacturing and distributing point have been thoroughly established. Twelve years ago when the Gayoso Lumber Company located there, the importance of Memphis as a hardwood metropolis was not quite so well known as it is at present, but even at that time the city's place in the lumber industry was assured.

C. R. RANSOM, SECY. TREAS.

Gayoso Lumber Co., Memphis

The Gayoso company [illegible] its own timber and all facilities for logging and manufacturing. It is now cutting its principal supply from its tract of 50,000,000 feet of splendid timber from the famous St. Francis basin in Arkansas. The cut consists of splendid gum, oak, ash, hickory, cottonwood, tupelo, cypress and willow. The company has now on sticks a stock of about 10,000,000 feet and when logs permit runs its Memphis mill night and day. It is prepared to load out twenty cars a day at Memphis and ten cars a day at Blaine. It takes more than 400 employees to keep the big business humming.

The Ransom boys are sticklers on efficiency not only in the manufacture but in the handling of their product. They insist

PART OF THE MEMPHIS LOG PILE CONTAINING 1,000,000 FEET

upon proper yarding to the end that there shall be no unsightly nor confusing accumulation of dangerous refuse and that the piles be so carefully laid and built that the drying process results in the finest possible finished product. These methods have proven a paying investment in the sales.

Nobody in all the Southern hardwood trade is more popular than are the members of the Gayoso Lumber Company. They are public-spirited to the extreme and big hearted and genuinely hospitable. Their success is the deserved result of hard work and excellent judgment.

C. R. RANSOM, SECRETARY.

When the Gayoso company moved to Memphis it laid ample foundation for future growth by securing ground for manufacturing and yard purposes, and timber for raw material. Since that time the company has grown steadily.

At this time it is operating two band mills with a combined capacity of 110,000 feet a day. The larger mill is located at Memphis and its output per day is 60,000 feet of sawed lumber. The other mill is at Blaine, Miss., and cuts 50,000 feet a day.

TOP TO BOTTOM (1) PART OF MEMPHIS YARD. (2) MAIN OFFICE AT MEMPHIS. (3) SORTING SHED MEMPHIS MILL.

Current Prices on Hardwood

The Hardwood Manufacturers' Association on March 7 issued its Bulletin showing average market prices compiled on its first hand report of direct sales. Figures which come from this most reliable source are an excellent indication of what should be received for the various species of lumber referred to.

The figures follow:

OAK

The demand is generally active for all grades of Oak, with thick stocks in big demand. Wagon, vehicle and wheel manufacturers are in the market for enormous quantities of thick Oak which they are unable to obtain at the unsatisfactory prices they have offered which apparently have been arrived at without regards to cost or current market conditions. The average market price of Oak is as follows:

F. O. B. CARS, CINCINNATI, OHIO

GRADES	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
QUARTERED WHITE OAK							
Fas—6" & up	$90	$94	$94	$99	..	..	..
Fas—8" & up (Aeroplane Stock)	125	..	..	..	..	..	..
Selects	69	73	73	75	..	..	..
No. 1 Common and Selects	60	64	64	66	..	..	..
No. 1 Common	57	61	61	63	..	..	..
No. 2 Common	34	36	40	44	..	..	..
Sound Wormy	34	36	40	44	..	..	..
QUARTERED RED OAK							
Fas	$80	$83	$83	$87	..	..	..
Selects	56	59	61	66	..	..	..
No. 1 Common and Selects	46	50	55	60	..	..	..
No. 1 Common	43	48	53	58	..	..	..
No. 2 Common	34	36	40	44	..	..	..
PLAIN WHITE OAK							
Fas	$66	$71	$75	$80	$85	$90	$95
Selects	53	56	61	66	71	76	81
No. 1 Common and Selects	44	50	55	60	65	70	75
No. 1 Common	42	48	53	58	63	68	73
No. 2 Common	33	36	40	44	..	..	..
No. 3 Common	23	25	27	29	..	..	..
No. 4 Common	17	18	18	23	..	..	..
Sound Wormy	33	35	35	39	..	..	..
PLAIN RED OAK							
Fas	$66	$71	$75	$80	$85	$90	$95
Selects	53	56	61	66	71	76	81
No. 1 Common and Selects	44	50	55	60	65	70	75
No. 1 Common	42	48	53	58	63	68	73
No. 2 Common	33	36	40	44	..	..	..
No. 3 Common	23	25	27	29	..	..	..
No. 4 Common	17	18	18	23	..	..	..
Sound Wormy	33	35	35	39	..	..	..

F. O. B. CARS, CAIRO, ILL.

GRADES	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
QUARTERED WHITE OAK							
Fas—6" & up	$88	$92	$92	$97	..	..	..
Fas—8" & up (Aeroplane Stock)	120	..	..	..	..	..	..
Selects	66	70	70	73	..	..	..
No. 1 Common and Selects	51	54	55	60	..	..	..
No. 1 Common	49	52	52	58	..	..	..
No. 2 Common	32	36	40	44	..	..	..
Sound Wormy	32	34	34	37	..	..	..
QUARTERED RED OAK							
Fas	$78	$80	$80	$84	..	..	..
Selects	50	56	61	66	..	..	..
No. 1 Common and Selects	42	55	55	60	..	..	..
No. 1 Common	40	48	53	58	..	..	..
No. 2 Common	30	36	40	44	..	..	..
PLAIN WHITE OAK							
Fas	$62	$70	$75	$80	$85	$90	$95
Selects	48	56	61	66	71	76	81
No. 1 Common and Selects	42	50	55	60	65	70	75
No. 1 Common	40	48	53	58	63	68	73
No. 2 Common	30	36	40	44	..	..	..
No. 3 Common	20	24	26	28	..	..	..
No. 4 Common	12	14	14	18	..	..	..
Sound Wormy	27	31	31	34	..	..	..
PLAIN RED OAK—							
Fas	$62	$70	$75	$80	$85	$90	$95
Selects	48	56	61	66	71	76	81
No. 1 Common and Selects	42	50	55	60	65	70	75
No. 1 Common	40	48	53	58	63	68	73
No. 2 Common	30	36	40	44	..	..	..
No. 3 Common	20	24	26	28	..	..	..
No. 4 Common	12	14	14	18	..	..	..
Sound Wormy	27	31	31	34	..	..	..

POPLAR

The demand for Poplar is as strong as ever. Stocks of Common and Better Poplar are badly depleted and production is very light. The demand for thick stocks on the part of the Government has developed into tremendous quantities.

The average market price for Poplar, F. O. B. Cincinnati, is as follows:

GRADES	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
Panel and No. 1—18"-23"	$80	..	..	..	..	..	..
Panel and No. 1—24"-27"	90	..	..	..	..	..	..
Panel and No. 1—28" & up	95	..	..	..	..	..	..
Box Boards—13"-17"	87	..	..	..	..	..	..
Box Boards— 9"-12"	67	..	..	..	..	..	..
Fas—7"-17"	70	$75	$75	$80	$86	$90	$95
Saps and Selects	56	60	60	65	71	76	81
No. 1 Common and Selects	46	49	49	54	62	67	72
No. 1 Common	44	47	47	52	..	..	..
No. 2 Common	35	38	38	44	..	..	..
No. 3 Common	28	31	31	37	..	..	..
No. 4 Common	22	23	23	24	..	..	..

BEVEL SIDING—									4"	5"		6"
No. 1									$27	$31		$31
Selects									23	27		27
No. 1 Common									19	23		23
No. 2 Common									15	17		17
DROP SIDING—												
Selects									$42	$46		$46
No. 1 Common									35	38		38
No. 2 Common									25	28		28

DIMENSION STRIPS—	3"	4"	5"	6"	8"	10"	12"	14"	16"	18"
Selects—4/4	$45	$47	$52	$52	$53	$59	$63	..	..	..
Selects—5/4 and 6/4	49	51	54	55	..	..	..	..	..	..
No. 1 Common—4/4	38	39	42	42	44	49	54	$57	$60	$63
No. 1 Common—5/4 and 6/4	40	42	45	45	..	..	..	..	..	..
No. 2 Common—4/4	30	31	34	34	35	38	41	45	..	..
No. 2 Common—5/4 and 6/4	32	33	36	36	..	..	..	..	..	..

BASSWOOD

The average market price of Basswood, F. O. B. Cincinnati, is as follows:

GRADES	4/4"	5/4"	6/4"	8/4"
Box Boards— 13" 17"	$57			
Box Boards— 9" 12"	44			
Fas	46	$60	$60	$62
No. 1 Common	43	45	45	48
No. 2 Common	30	32	32	
No. 3 Common	24	26	26	
No. 4 Common	20	22	22	

CHESTNUT

There is some inquiry in the improvement in the demand for 1" No. 1 Common and Better, Chestnut Sound Wormy and No. 1 Common, the strongest items on the list.

The average market price of Chestnut, F. O. B. Cincinnati, is as follows:

GRADES	4/4"	5/4"	6/4"	8/4"
Fas	$49	$57	$57	$59
No. 1 Common	40	45	45	47
Fas Wormy	34	37	37	39
No. 1 Common Wormy	34	36	36	38
Sound Wormy	33	35	35	37
No. 2 Common Wormy	30	32	32	34
No. 3 Common	23	25	25	26

ASH

Ash continues in good demand and prices higher on all items. Government demand for quartered stock predominates.

The average market price of Ash, F. O. B. Cairo, is as follows:

GRADES	4/4"	5/4"	6/4"	8/4"	10/4"	12/4"	16/4"
Fas	$70	$77	$85	$95	$110	$120	$130
No. 1 Common	45	50	60	75	90	100	105
No. 2 Common	31	35	40	50			
No. 3 Common	23						

COTTONWOOD

The average market price of Cottonwood, F. O. B. Cairo, is as follows:

GRADES	4/4"	5/4"	6/4"	8/4"
Box Boards— 13" 17"	$67			
Box Boards— 9"-12"	50			
Fas—13" & up	50	$54	$54	$58
Fas—6"-12"	40	42	42	46
Fas 6" & up	46	48	48	52
No. 1 Common	34	36	36	38
No. 2 Common	31	33	33	
No. 3 Common	24	25	25	

Is the Yearly Lumber Cut Increasing?

Many people take for granted that the production of lumber is increasing from year to year. Some of the sermons on the necessity of conserving our timber supply are based on that assumption. The fact is, no man knows whether the annual cut of lumber in this country is on the increase, or on the decline, or standing still. It may seem strange that nobody knows, in face of all the statistics that have been compiled in the past seventeen or eighteen years; but it is the condition of the statistics that is the reason why nobody knows, because nobody is able to interpret the figures to the point of finding out whether the cut is increasing or not. Following are totals covering the period from 1899 to 1915, both years inclusive:

Year	*No. of mills reporting*	*Cut in feet*
1899	31,833	35,084,166,000
1904	18,277	34,135,139,000
1905	11,666	30,502.961,000
1906	22,398	37,550,736,000
1907	28,850	40,267,154,000
1908	31,231	33,224,369,000
1909	46,585	44,509,761,000
1910	31,934	40,018,282,000
1911	28,107	37,003,207,000
1912	29,005	39,158,414,000
1913	21,668	38,387,009,000
1914	27,506	37,346,023,000
1915	16,815	31,241,374,000

Sixteen years ought to be time enough to show whether the tendency is up or down; but it only shows great variation when one year is compared with another. The figures further show a remarkable fluctuation in the number of sawmills whose output is included in the totals. In 1905 the number was 11,660; in 1909 it was 44,585, nearly four times as many; while in 1916 the number was 16,815.

It is not probable that any such fluctuations occurred in the actual number of mills at work from year to year. The apparent changes in number must have been due to failure on the part of mills to send in reports some years, while they reported other years. It is on account of such extremely fragmentary statistics that it is impossible to determine whether the cut of lumber has increased, decreased, or stood still since figures began to be first compiled in 1899.

The Chamberlin Bill

One of the most farreaching measures ever proposed in congress, so far as the lumber industry is concerned, is the bill of Senator Chamberlain of Oregon authorizing the president to commandeer timber, standing or down, logs and lumber for the war purposes of the army, navy, shipping board and aircraft board. The bill was reported from the senate committee on military affairs recently after a secret session at which Director W. S. Gifford of the council of national defense appeared and testified. It is learned that administration senators plan to push the measure for early passage. Prominent lumbermen declare that they will fight the bill, not because they do not want to do everything possible to help the government win the war, but because they believe that the enactment of this legislation would give the industry a black eye in the mind of the public. Lumbermen hope to be given a hearing on the bill before a house committee when the bill comes up before that body.

Another bill of special interest to the lumber trade passed the house of representatives this week. It is to punish by $10,000 fine and thirty years' imprisonment the destruction or injuring of war material and war transportation facilities by fire, explosives or other violent means, and to forbid the hostile use of property during the war. The bill would protect, it is believed, lumber mills and other establishments producing war materials and supplies, protect those products themselves, and all means of transportation and communication, together with buildings, bridges and other structures appurtenant thereto, wharves, docks, etc., ships, etc., used by the United States.

Civilian Workers Wanted for Ordnance Department

The ordnance department of the government is seeking civilian workers who have had high school education, some shop training and the natural ability to adapt themselves to new work to qualify for government appointment in which, under government instructors, they will receive the necessary training for positions to be filled. While the list is rather extensive, those positions that might interest readers of HARDWOOD RECORD are inspectors of gun carriages and parts, assistant inspectors of motor vehicles and artillery wheels, and inspectors of ammunition packing boxes. Inspection of the many things with which the government is equipping our armies is just as vital in the war as is the fighting itself and those who respond to the call will be volunteering for the national service.

Memphis Shy One-Half of Needed Logs

There is comparatively little improvement in transportation conditions in the Memphis territory as affecting the supply of logs available for the mills, with the result that those plants depending on the public carriers for their log supplies are being forced to operate intermittently. The Yazoo & Mississippi Valley Railroad has failed to furnish the 100 cars per day it promised recently for log handling, and difficulty is being experienced in securing anything like enough cars on either the Frisco or the Missouri Pacific system in Arkansas.

J. W. Dickson, at the meeting of the Lumbermen's Club, March 2, threw a great deal of light on the log situation on the Y. & M. V. road. The Valley Log Loading Company loaded approximately 1,150 cars in February, or an increase of about 200 on the Y. & M. V., compared with January, and an increase of about 100 on the Missouri Pacific in Arkansas. Still, it is not loading more than 50 per cent of what it has facilities to load and the whole problem resolves itself into a question of cars.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, advises that the Missouri Pacific system in Arkansas has agreed to furnish more cars for log handling, but that the Frisco holds out comparatively little encouragement for any increase. He went to St. Louis to confer with officials of these two lines. Mr. Townshend estimates that there are 70,000,000 feet of logs ready for loading on the Y. & M. V., the Missouri Pacific, and the Frisco system, about 30,000,000 feet on each of the two first named and about 10,000,000 on the last. The time for flood waters is not far distant, and the logs are, in many instances, already beginning to deteriorate.

Mills having their own logging and railroad equipment are securing all the logs they need. Those dependent on water transportation, too, are faring exceedingly well. But those dependent on the public carriers are strictly up against it and they see little immediate prospect of relief. It is estimated that the latter mills are not producing more han 50 per cent of normal, but the steady operation of the mills securing their supplies with their own equipment or bringing out their logs on water is increasing the general output in this territory well above 50 per cent.

Conditions are favorable for work in the woods which is making better progress. Practically all firms report that they have plenty of logs ahead.

Shipments of lumber are showing little increase. In fact, conditions in this respect are hardly so favorable as they were a fortnight ago. Then practically all of Central Freight Association territory could be reached and lumber shipments could be made into part of Eastern Trunk Line territory. Now there are comparatively few shipments possible into the former, and none can be made into the latter. This is the information given by the Southern Hardwood Traffic Association. The Illinois Central, the Frisco system and the Missouri Pacific will all handle shipments for delivery at points on their own lines, but none of them will accept shipments of lumber for delivery to points off their own rails east of the Illinois-Indiana state line. The Mobile & Ohio will not accept shipment of lumber for delivery north of the Ohio river and this leaves the Louisville & Nashville and the Nashville, Chattanooga & St. Louis as the only available lines for handling shipments into the destinatons in Central Freight Association territory open for receiving such.

Pritchard Returns—Will Push Work

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, has, with the discontinuance of the Southern Hardwood Emergency Bureau at Washington, returned to Memphis and taken up his duties as active manager of the former organization which represents the recent merging of the old gum and oak associatioins.

Mr. Pritchard was drafted into the service in November, when the bureau was organized, as the most available man for its management. His services were loaned to the government by the old Gum Lumber Manufacturers' Association, and, when the gum and oak associations were consolidated and he was elected manager of the new association, his leave of absence was continued indefinitely.

The bureau, under the management of Mr. Pritchard, rendered good service to the government. It taught buyers of hardwood lumber and timbers for the government departments just where hardwood lumber could be bought, what the mills were capable of producing, where they were located and to what extent they might be depended upon for government requirements.

Mr. Pritchard brought with him to Memphis all files and letters bearing on unfinished business of the bureau, and, with the knowledge already imparted to buyers of hardwoods in the various government departments, the latter will in future address their inquiries to the National Hardwood Lumber Association at Chicago, and to the Hardwood Manufacturers' Association at Cincinnati. It is believed that these organizations will be able to furnish all the information desired.

Discontinuance of the bureau at Washington also releases other prominent lumbermen of Memphis and the Memphis territory from further government service, including H. B. Weiss, R. L. Jurden, W. A. Ransom and Ralph May, all of Memphis; and W. B. Burke, of the Lamb-Fish Lumber Company, Charleston, Miss. These gentlemen have been spending two out of every six weeks of their time in Washington since last November, acting in an advisory capacity to the bureau and to the government buyers of hardwood lumber and timbers. They have rendered splendid service, but they are glad that their period of service is over because of the time required from their regular business. Officers and members of the association are delighted to have Mr. Pritchard back again.

Mr. Pritchard said today that he had no special statement to make beyond the mere announcement that he expected to get behind the association and push it in every way possible because he is convinced that the kind of service afforded the members will determine the real measure of success of this organization.

Practically all old members of the gum and oak associations have completed transfer of their membership certificates to the American Hardwood Manufacturers' Association and the latter has received ten members who were not identified with either of the old organizations. Eight of these were published in the last issue of the HARDWOOD RECORD. The other two are J. M. Card Lumber Company, Chattanooga, Tenn., and Bayne Lumber Company, Lefey, La.

F. M. Sibley of the propeller section, equipment division of the aircraft board, with headquarters at Cleveland, O., has requested the association to compile and file with him information regarding stocks in the Memphis territory available for the manufacture of airplane propellers, principally quartered white oak and quartered yellow poplar. He advises that contracts will shortly be let to about fifty firms and that he wishes this information so that he may direct the contractors to sources of supply. This information is being requested of the members of the association, and will be compiled and forwarded to Mr. Sibley every two weeks. Quartered red oak has been barred as a material for propellers, at least, for the present, according to the information that has been given out by those having the matter in charge.

The Mail Bag

B 1179—Wood Fuel to Offer

[illegible] Hardwood Record. We have [illegible] We understand there is [illegible] We are writing the [illegible] interested in purchasing this wood.

B 1180—Government Wants Bids on Propeller Stock

The War Department [illegible] Washington the following letter, which [illegible] bids on various woods, the figures to be submitted direct to Washington. The letter is valuable in that it gives official indication of the kinds of woods which are now considered as suitable for propeller construction:

Washington, D. C., March 6.—Editor Hardwood Record. It would materially assist this section of the Signal Corps if you would publish the fact that the Materials Department of the Signal Corps desires quotations on walnut, cherry, oak and birch suitable for propeller stock to be of approximately FAS or high grade No. 1 C., 8" and up wide and 8' and up long.

Henry Lockhart, Jr.,
Materials Department [illegible] and United States.
By J. C. Wickliffe.

Clubs and Associations

Southwestern Hardwood Men Meet

The regular monthly meeting of the Southwestern Hardwood Manufacturers' Club was held at Alexandria, La., on Wednesday, February 27. Vice President Ferd Brenner of Alexandria was in the chair. The results of the work in Washington by the president, Albert Deutsch, were reviewed by secretary Davis whose report particularly covered work done in an attempt to secure more general use of Gulf shipping points for export trade.

The association also went on record as unqualifiedly censuring the alleged attempts of vehicle manufacturers to hold down prices for vehicle lumber going on government orders. The association members aligned themselves very firmly as one body in support of constant effort to secure adequate prices for the product.

Secretary Davis made the interesting statement that there is a good chance of shipbuilders working on government job orders, substituting red gum flitches for fir or yellow pine on specifications in item 35 of revised Schedule 23. Mr. Davis said he had taken the matter up with various of the shipbuilders on the Gulf coast and that as there is difficulty in getting yellow pine and fir for certain of these purposes, and as he presented evidence tending to show that red gum flitches would fill all the requirements on these items, he explained that in his opinion there was a strong likelyhood of red gum getting a chance for use in this work.

President E. O. Robinson, and assistant to the president, F. R. Gadd of the Hardwood Manufacturers' Association of the United States, presided at the afternoon meeting, which was turned over to open price competition plan of the Manufacturers' Association. After the discussion there was no room left for doubt that stocks and log supply, as well as present production, are considerably below normal. A difficult labor situation is anticipated, but the general opinion seemed to be that the outlook for hardwood is excellent.

Among those in attendance were the following:

F. R. Gadd, Hardwood Manufacturers' Association of the United States, Cincinnati, Ohio; H. G. Bohlssen, New Caney, Tex.; Rex. H. Browne, Beaumont Lumber Co., Beaumont, Tex.; A. O. Davis and R. B. Hall, Sabine Tram Company, Beaumont, Tex.; J. M. Thompson, Newell Lumber Company, Eunice, La.; B. E. Gray, Gibson, Douglas & Gray, Monroe, La.; C. L. Crawford, Scotland Lumber Company, Ravenswood, La.; J. A. Texada, Boyce Lumber & Realty Company, Boyce, La.; H. B. Johnson, Mansfield Hardwood Lumber Company, Winnfield, La.; George B. Wilson, Boner-Blanks Lumber Company, Blanks, La.; J. B. Robinson, Pelican Lumber Company, Mounds, La.; L. E. Cornelius, Cornelius Lumber Company, St. Louis, Mo.; W. D. Brewer, Brewer-Nienstedt Lumber Company, Miltenberg, La.; D. L. Borum, Alexandria, Emergency Fleet Corporation; C. A. Weiss and G. V. Patterson, Alexandria Cooperage & Lumber Company, Alexandria, La.; Ferd Brenner and Harry Brenner, Ferd Brenner Lumber Company, Alexandria, La. The next meeting will be held March 27 at Alexandria.

Plan for Wholesalers' Annual

The twenty-sixth annual of the National Wholesale Lumber Dealers' Association will be notable particularly for the thorough discussion of war conditions. The sessions scheduled for the Waldorf-Astoria Hotel in New York City, on Wednesday and Thursday, March 27 and 28, will be given over to a considerable extent to a war program.

President Maurice Preisch has been in conference at New York for the past week with Secretary E. F. Perry and the convention committee, and developments indicate one of the biggest and most fruitful gatherings in the association's history.

Among the committee reports will be the following:

Special committee which has been at Washington investigating means for full coöperation in government lumber purchases;

Special railroad committee which has been working for the past year on means for relieving car and transportation congestion;

Committee on coöperation with committee of National Defense.

There will be a talk on trade acceptances by a member of the Federal Reserve Board. This will be considered in connection with discussion on terms of sale.

The program also includes a talk on the third Liberty Loan, report of the railroad and transportation committee, report of the bureau of information.

The entertainment includes the complimentary association banquet on Thursday evening; luncheon for the men and tea for the ladies on Wednesday, and a theatre party on Wednesday evening. The New York Lumber [illegible]

Most Hardwoods Under Open Competition Plan

The Hardwood Manufacturers' Association has notified members that beginning March 1 the plan was extended to cover all hardwoods, with the exception of gum and tupelo. The plan now covers oak, poplar, basswood, chestnut, ash and cottonwood, beech, birch, butternut, buckeye, cherry, elm, hickory, maple, magnolia, sycamore, willow and walnut. The open competition plan inaugurated by the association March 1, 1917, has made wonderful progress to be able to cover in one year the purpose for which it was intended to include all hardwoods. The plan started with eighteen members in the eastern territory and seven in the southern territory. At the close of the year 1917 there were forty members in the eastern and forty-three in the southern territory. One of the recent changes made was the discontinuing of showing names in Class A. There are now no names of any customers shown in sales reports issued.

Wood Products Section Organized in Minneapolis

The Minneapolis Civic and Commerce Association now has a wood products section composed of twenty-six of the woodworking firms of that city. The section will send a representative to Washington for permanent residence, who will look after all matters relative to war business, and the Minneapolis firms will act unitedly in all plans for speeding up war production.

A. O. Hubbard of the Puffer-Hubbard Company is chairman of the section. Those participating are as follows:

Roman Alexander, Barnard-Cope Manufacturing Company, M. C. Burr Manufacturing Company, Aaron Carlson, Inc., Central Wood Turning Company, The J. R. Clark Co., Curtis-Yale-Howard Company, William A. French & Co., H. S. Johnson & Co., M. L. Johnson & Sons, Luger Furniture Company, McVoy Tub, Pail and Package Company, Minneapolis Furniture Company, Minneapolis Office and School Furniture Company, H. J. Nelson, Nicollet Sash and Door Company, North Side Sash and Door Company, L. Paulle, Puffer-Hubbard Manufacturing Company, Simonson Brothers Manufacturing Company, Smith & Wyman Company, G. H. Tennant Company, Twin City Box Factory, Inc., Twin City Separator Company, Wabash Screen Door Company, John F. Wilcox Company.

Program for Northern Logging Congress

The Northern Logging Congress to be held at the Wisconsin hotel, Milwaukee, on March 28 and 29, will have a most interesting program as just announced by secretary Maitland of Park Falls, Wis. The program will include reports of the affiliated associations by the various presidents, and a talk entitled, "Every Lumber Jack Can Do His Bit," by W. A. Holt of Oconto; discussion, "How Loggers Can Aid in the Production and Conservation of Food," by the state food administrator; talk on "How Loggers Can Aid in the Production and Conservation of Fuel," by state fuel administrator, and discussion on "Power Logging," headed by W. B. Clubine, Park Falls.

The above with an address on development of cut-over lands and on the subject of prohibition, will constitute the open session Thursday afternoon.

The morning session will have the following subjects and speakers:

Fire Prevention: M. P. McCullough, Dan McDonald, J. T. Phillips and A. W. Holt.

Logging Accidents and Methods of Prevention: J. D. Mylrea, J. B. Galbraith, W. B. Earle and O. J. Smith.

Wood Labor: W. G. Collar, Martin McDermott, Ed. McRoy, M. J. Fox, Donald McLean, E. M. Moore and L. G. Hillyer.

In the afternoon session there will be discussed the object of the meeting and the question of the formation of the Northern Logging Congress.

Call Meeting of Welfare Committee

Secretary E. A. Sterling of the Lumbermen's Welfare Fund Committee sends the following announcement of the next meeting:

A meeting of the Committee is called for 10 a. m., Tuesday, March 26, at the office of the Secretary, Room 403, No. 30 East 42nd Street, New York City. This takes the place of the meeting which had been called for March 7, but was postponed.

The above date is the day immediately preceding the annual meeting of the National Wholesale Lumber Dealers' Association in New York, and is selected so that the members of the Committee can attend both meetings on one trip. There are a number of important matters to be discussed, and we hope that you will make a special effort to attend.

Will you kindly advise whether we can expect you?

Frank F. Fish Announces Discontinuance of War Service Bureau

As announced elsewhere in HARDWOOD RECORD, certain of the war service bureaus and committees of the hardwood interests that have been serving in Washington have discontinued the work, the interests represented having decided there was no further necessity for their presence at the Capital. In announcing the discontinuance of the War Service Bureau of the National Hardwood Lumber Association on March 1, Secretary Frank F. Fish writes the following letter:

"Conferences with the gentlemen in charge of the office of the director of lumber of the Council of National Defense with reference to the future necessity of maintaining bureaus in Washington covering hardwood lumber, have resulted in the conclusion that the quantity of hardwood lumber needed by the United States government direct and by our allies does not warrant the maintenance of any hardwood emergency bureau in Washington. It is further agreed that an emergency of sufficiently serious nature to warrant Washington offices is not likely to arise in the future and it is, therefore, entirely satisfactory to the director of lumber that the War Service Bureau of this association and similar hardwood bureaus now in Washington arrange to close their Washington offices and supply any future information desired regarding hardwood lumber direct from their headquarters. This decision refers particularly to the National Hardwood Lumber Association, the Hardwood Manufacturers' Association, Cincinnati, O., and the American Hardwood Manufacturers' Association, Memphis, Tenn.

"In view of the above decision, the War Service Bureau of the National Hardwood Lumber Association wishes to announce to its members that on March 1 the Washington office will be closed. Arrangements have been made with the office of the director of lumber and also with our allies whereby all inquiries for hardwoods and all information regarding the hardwood situation will be sent direct to our Chicago office, 1864 McCormick building, as well as to the other hardwood associations at their headquarters. Immediately on receipt of information from the director of lumber, or our allies, we shall place the inquiry in the hands of all of our members, requesting them to make quotations direct, either to the director of lumber or to the department of the government requiring the lumber, and we shall endeavor in all cases to furnish accurate information and positive instructions to members to enable them to place quotations direct before the party interested. Beyond any question this plan will result in economy of both time and expense, and enable the hardwood lumbermen to serve the government just as efficiently as if bureaus were continued in Washington.

"All unfinished orders will be handled from our Chicago office, and we shall endeavor to keep our members fully and promptly advised on all points referring to the requirements in hardwood lumber of the United States government or our allies."

With the Trade

Statement from Colonel Wood

Secretary E. W. McCullough of the National Implement and Vehicle Association sends HARDWOOD RECORD the following letter and statement from Colonel W. S. Wood, U. S. Quartermaster Department, Jeffersonville, Ind., and asks that it be published:

C. S. Brantingham, President National Implement and Vehicle Association.

My Dear Mr. Brantingham: It has occurred to me, and in fact been brought to my attention, that the true statuts of the wagon and vehicle committee, that is, its official status may, as yet, not be clearly understood by all members of organizations involved in the manufacture of wagons, including the various lumber associations. Consequently, after talking the matter over with my association I have decided that it would be wise to have published in the different trade publications the enclosed brief satement as to the status of the committee, in order that it may hereafter be understood.

On this same subject when I formed the hide and harness committee it seemed wise to me that the standing of the committee should be well established at the time, therefore, at that time I published a brief similar notice in the various trade journals of that association.

I will, therefore, ask you if you will please see that the enclosed notice is distributed to the proper journals in order that it may reach all interested. The committee, together with Mr. Schravesande, has been in session at the depot here since Friday morning, and will probably not finish its work until Monday, and even then we will have another meeting on Wednesday.

With my kind personal regards, I am,

COL. W. S. WOOD.

The statement dated Jeffersonville, Ind., February 17, gives a brief sketch of the history of the vehicle committee in the following words:

There was established in April, 1917, at the Jeffersonville depot of the quartermaster's department, and in the office of the Quartermaster-General at Washington, a wagon and vehicle committee, for the purpose of advising and assisting the depot quartermaster at Jeffersonville in placing the large orders for vehicles and transportation, which it became evident would be needed for the successful prosecution of the war. This committee was composed originally of R. V. Board of the Kentucky Wagon Manufacturing Company, A. B. Thielens of the Studebaker Corporation, R. W. Lea of the Moline Plow Company and E. E. Parsonage of the John Deere Company. The official standing of this committee is as follows:

1. It is the official committee of the Jeffersonville depot advisory to the quartermaster in charge of that depot.
2. It is a committee officially recognized by the office of the Quartermaster-General in Washington.
3. It is a committee officially recognized by the war industries board at Washington.
4. It is also an official committee of the National Implement and Vehicle Association.

This committee meets at Jeffersonville upon the call from the depot quartermaster and the actions taken from that depot upon the recommendation of the committee are the official actions of the quartermaster department, represented by the depot quartermaster.

Since its foundation this committee has been somewhat changed. E. E. Parsonage, now acting as the advisor of the War Industries Board at Washington upon matters pertaining to vehicles; and H. J. McCullough of the Emerson-Brantingham Company, having been added as a member, as was also Thomas A. White of the St. Mary's Wheel Company. P. B. Schravesande of the Grand Rapids Equipment Company, Grand Rapids, Mich., representing some 1,200 manufacturers in the furniture industries, has been added to the sub-purchasing committee, and as advisory with the wagon and vehicle committee.

The sub-committee, so-called purchasing committee, meets every Thursday in Chicago at the LaSalle hotel, which meetings are open to those interested. Prices paid for vehicles, etc., are fixed by the War Industries Board upon the recommendation through proper channels of the depot quartermaster at Jeffersonville.

Memphians Reach France

There having been quite a number of members of the Twentieth Engineers, second forestry regiment, in the convoy with which the unfortunate Tuscania sailed, lumber circles have naturally watched anxiously for news of the safe arrival of many young lumbermen who joined this regiment. Word has been received at Memphis of the safe arrival of the following members of the Twentieth Engineers: Marion Wellford, Joseph Cooper, W. C. Thompson, Paul Rush, D. E. Thompson, J. J. Pilkinton and J. E. Catterhenry. Harold Weiss of Wynne, Ark., has also been heard of as arriving safely on the other side.

Becomes Manager of National Casket Company, Lumber Department

Malcolm Miller, well known in hardwood operating circles, has joined the forces of the National Casket Company, and is now manager of the lumber department, with offices in the Oliver building, Pittsburgh, Pa.

Mr. Miller has been manager of the hardwood department of the American Lumber and Manufacturing Company for the past few years, and in this and his past connection has made an excellent name for himself as a practical and accomplished hardwood lumberman.

Nickey Impressed With Necessity For Sacrifice

S. M. Nickey, president of the Green River Lumber Company, Memphis, just returned from a trip of inspection of his large timber holdings on the Pacific coast in British Columbia, told members of the Memphis Lumbermen's Club, at the regular semi-monthly meeting of that organization last week, that business men of Memphis and of the entire country must take a more serious view of the war if the United States is to achieve its ultimate goal, "Peace with victory." In his talk he said:

"The hospitals of Vancouver are filled with maimed and wounded, with men with one leg or one eye or no leg or no eye at all, and what I saw out there brought the war home to me in a closer way than anything with which I have come in contact. I feel different after having been there, and I want to say to you gentlemen that we must all take a more serious view of the war. We must realize that we must do business with the sole objective of helping to win this war. We must get back to the economies of our grandfathers and of our great-grandfathers. We must do with less of everything and support Liberty bond loans, thrift stamps and every other agency for raising funds. And the sooner we realize these facts the better it is going to be for us and the better for the country under whose protecting flag we live.

"British Columbia has sent 500,000 to 600,000 volunteers to the aid of the British Empire in this war, and if the United States had done as well it would now have an army of over 5,000,000 on the western front. The atmosphere out there is subdued, but beneath the surface there is that dominant spirit of bulldog tenacity which has made the British people so powerful in both peace and war."

S. M. Nickey was re-elected as national counseller, as representative of the club, in the Chamber of Commerce of the United States.

An invitation was read from the National Wholesale Lumber Dealers' Association to members of the club to attend the annual of that body in New York City, March 27-28.

R. E. Dickinson, chairman of the river and rail committee, reported that the management of the Yazoo & Mississippi Valley railroad was not living up to its promises in connection with a larger supply of cars for log hauling. In this connection, J. W. Dickson, of the Valley Log Loading Company, said his firm was averaging forty-two cars per day on that line with three loaders and that it was not putting its other two machines in operation because the number of cars did not keep the present ones busy.

"We have forty-one customers for whom we load on that line," said Mr. Dickson, "and we are giving them an average of one car per day. Their average requirements run from one to twelve cars daily. We can load eighty cars per day just as cheaply as we can load forty-two. We have the equipment, the men and everything else necessary.

It was announced that a committee of the Southern Hardwood Traffic Association would hold another conference with Superintedent A. H. Egan of the road in question early next week.

The house committee reported that the employment bureau maintained by it had found positions with lumber firms for fifty-five persons during February.

The secretary was instructed to send circulars to members for the purpose of securing their vote on the proposition of greater development of the water powers of the country. This is a matter submitted for referendum by the United States Chamber of Commerce.

The attendance at this meeting was unusually large. Among the visitors was F. R. Gadd, assistant to President Robinson of the Hardwood Manufacturers' Association, and U. S. Lambert of the Stark-Lambert Lumber Company, Beaumont, Tex.

Texas Sawmill Changes Hands

The mill and timber holdings of the Athens Lumber Company, Aldridge, Tex., were recently purchased by the Keith Lumber Company, which operates a mill at Voth, that state. The mill at Aldridge has a daily capacity of 30,000 feet and cuts both pine and hardwood. Its lumber will be shipped to Voth for reworking.

Organize Interstate Lumber Company

The Interstate Lumber Company with a capital stock of $10,000 has been organized to do business at St. Louis, Mo.

The company will handle hardwood lumber and is composed of well known names in the hardwood industry. Offices are in the Wright Building.

J. W. Thompson, formerly at Memphis with his own firm and at one time associated with different hardwood concerns, is the organizer, vice-president and treasurer of the company. The other officers are: H. G. Hascall, Pickrel Walnut Company, president; J. P. Phillips, Pickrel Walnut Company, secretary. The others interested are George E. Hibbard of Steele & Hibbard Lumber Company, St. Louis, and Kerby A. Raine.

J. V. Hill

J. W. Mayhew, assistant to the president of the W. M. Ritter Lumber Company of Columbus, Ohio, writes HARDWOOD RECORD the following letter under date of March 5, announcing the death of J. V. Hill, who was well known in hardwood circles, and who of late has been employed by the government as inspector of airplane stock in New Jersey:

"J. V. Hill, one of the most competent hardwood inspectors that ever got on a plot of lumber, who for years was in our employ, and later chief inspector of the Hardwood Manufacturers' Association, died in a hospital at Elizabeth, N. J., from complication of kidney and liver trouble, March 3, 1918, at 4 a. m. At the time of his death he was in the employ of the government as inspector for airplane stock at the Standard Aircraft Corporation at Elizabeth, N. J. G. S. Hill, his son, has asked me to notify you of his death as he thought the many friends of Mr. Hill, who are readers of the HARDWOOD RECORD, while they would regret the fact of his death, would be glad to have the information. His body is expected in Columbus this afternoon. He will be buried from the home of his sister, Mrs. P. D. Shough, 511 Miller avenue, this city, at 3 p. m., Wednesday, March 6, 1918. He has another sister here, Mrs. J. O. Legg, 525 Gilbert street."

Rushing Wooden Buildings at Washington

To accommodate 10,000 new government employes made necessary by our entrance into the war, a million feet of lumber is being converted into three office buildings at breakneck speed in the national capital. Construction of the trio of office buildings, which provide exactly a million feet of floor space, was begun on October 11 and the entire project will be completed within the next few weeks. The three office buildings are supplemented by an administration building and a power plant, all of which are built of wood. Each of the three office buildings is three stories high, 420 feet long with six wings at right angles averaging 350 feet in length. These buildings occupy a park which extends from Seventh Street and from B Street North to B Street South near the site of the old Pennsylvania depot. The unusual quantities of supplies used in the buildings is indicated by the following figures—7500 double hung windows with frames, 30,000 pounds of sash weights, 1,000,000 feet of tarred felt for sub-floors, material for 65,000 square yards of exterior plastering and six carloads of nails.

Hardwood News Notes

MISCELLANEOUS

The Barr-Holaday Lumber Company has sustained a fire loss at its Holly Bluff, Miss., plant.

At Sagola, Mich., the Northern Saw Mill Company has incorporated with $100,000 capital.

The Bohn Refrigerator Company has succeeded the White Enamel Refrigerator Company at St. Paul, Minn.

The capital stock of the Reynold Brothers Lumber Company, Franklin, N. C., has been increased to $25,000, and that of the American Cabinet Manufacturing Company, New Albany, Ind., to $150,000.

A fire loss has been sustained by the Jacob Jaeckle Furniture Company, Buffalo, N. Y., and at Dubuque, Iowa, a loss reported at $20,000 was suffered by the Farley & Loetscher Manufacturing Company, due to fire and explosion.

Recent incorporations are: The McMann-Carpenter Box Company, Detroit, Mich.; the J. C. Cobb Coffin Company, Blytheville, Ark.; the Ludington Woodenware Company, Wilmington, Vt., capital $100,000; the Dixie Specialty Company, Knoxville, Tenn., capitalization $10,000, for the manufacture of clothes pins.

The Shawano Hub Manufacturing Company, Shawano, Wis., has reorganized as the Shawano Box Company.

An increase in capital stock to $600,000 has been effected by the Northern Casket Company, Fond du Lac, Wis.

The Wayne Millwork & Lumber Company recently began business at San Francisco, Cal.

A loss by fire is reported by the Wisconsin Land & Lumber Company, Hermansville, Mich.

The Old Planing Mill Company, Glasgow, Ky., has increased its capital to $18,000, as has the Bockstege Furniture Company, Evansville, Ind., from $195,000 to $300,000.

A. W. Laing, T. J. Robson, C. H. Wetzel, George D. Hourless and G. L. Rice are the incorporators of the Kanawha Valley Lumber Company, Kanawha, W. Va., capitalization being $100,000.

The Gillet Manufacturing Company, producing furniture at Clio, Mich., has increased its capital from $20,000 to $100,000.

Among recent southern incorporations are: The Standard Casket Company, Birmingham, Ala.; the Dempsey-Camp Shipbuilding Company, Carrabelle, Fla.; the Sweaney Manufacturing Company, West Memphis, Ark.

At Buffalo, N. Y., the Standard Hardwood Lumber Company is reported to have sustained a loss by fire.

The capital stock of the Indiana Handle Company, Houston, Texas, has been increased to $100,000.

At Portland, Ind., the Sheller Wood Rim Manufacturing Company announces a capital stock increase from $25,000 to $50,000.

At St. Louis, Mo., the St. Louis Manufacturing Company has been incorporated to do woodworking business with a capital stock of $100,000.

CHICAGO

An involuntary petition in bankruptcy has been filed by the W. K. Cowan Furniture Company, this city.

The title of the Hoskins Body Company, Chicago, has been changed to the Graff Manufacturing Company.

John Roseen, Chicago, has filed an involuntary petition in bankruptcy.

Maurice Welsh, Welsh Lumber Company, Memphis, has been spending the past week in Chicago, being sick in bed most of the time he was here.

Among prominent northerners spending time in Chicago during the past week were: George E. Foster, Foster-Latimer Lumber Company, Mellen, Wis.; George N. Harder, Rib Lake Lumber Company, Rib Lake, Wis.; Clarence Christensen, general manager Hackley, Phelps, Bonnell Company, Phelps, Wis.; J. H. O'Melia, Rhinelander, Wis.; J. P. Bushong of the Northwestern Cooperage and Lumber Company, Gladstone, Mich.

The Lumbermen's Association of Chicago had a general rally at the headquarters at a luncheon on Thursday, February 28. The purpose was to awaken interest in the drive for funds in behalf of the work of the war recreation board. Chicago lumbermen are responding nobly to the call. Walter D. Wood, secretary of the executive committee of the board, was speaker, and C. B. Flinn of the war board of the Lumbermen's Association held the chair.

The Robert Maisey Lumber Company, J. C. Deacon & Co., and Henry Witbeck were the principal sufferers in a fire which destroyed the sheds of these three companies on Wednesday night, March 6. The total loss was about $50,000 and is covered.

Albert Deutsch, president of the Sabine River Lumber & Logging Company of San Antonio, Tex., and president of the new Southwestern Hardwood Manufacturers' Club, passed through Chicago last week on his return from a month's stay in the East.

A committee, of Memphis lumbermen composed of R. L. Jurden, R. H. Darnell, James E. Stark, C. R. Ransom and T. E. Jones met with Col. W. S. Woods of the quartermaster's department at Chicago last week anent the question of supplying thick oak for war vehicles. They were told that the government has already ordered 240,000 wagons and 1,000,000 extra wheels from which it is estimated that about 300,000,000 feet of vehicle stock will be needed. In support of the lumbermen's side of the controversy over prices, the American Hardwood Manufacturers' Association has written a very strong letter to the vehicle committee in which the lumbermen's case is frankly and energetically set forward. The principal controversy now hinges on the recent cancellation of orders of a prominent southern vehicle manufacturer, it being claimed (and probably with justification), that undue and unfair influence was exerted by the vehicle men toward the cancellation of this business. It is stated that counsel has been engaged and that the matter will shortly be worked out on a more definite basis.

A letter has been received from the Hardwood Manufacturers' Association enclosing inserts covering changes made in the grading rules at the last annual meeting of the association. F. R. Gadd, assistant to the president, advises that these are now ready for distribution to the membership.

BUFFALO

The owners of timber in New York state, and especially of trees that they value as trees, are wondering if the coal shortage will not oblige them to sacrifice the trees more than they would wish to. The owner of a grove of more than 500 sugar maple trees, who lives in an adjoining county, said the other day that these trees looked pretty good to him as producers of revenue in the line of sugar, but he was afraid the public or the government would demand that he cut them down for fuel, which was the last thing he would think of doing. The hard maple tree has undergone many changes of value in recent years. It was once considered of not much account, except for show or for making sugar. Then suddenly it jumped high in value as a lumber tree, and now it will be hard to estimate which of the three values is uppermost. The value of sugar, however, is the only one that will save the trees as tapping them does not appear to hurt them.

The dry kiln of the Standard Hardwood Lumber Company sustained severe damage by fire on February 25, the loss being estimated by President Robert F. Kreinheder as $80,000. The cause was a lightning stroke. About 160,000 feet of hardwoods in the kiln were burned. The firemen suc-

ceeded in confining the blaze to the building, though a large quantity of lumber was piled near by.

The Adirondacks are expected to be an important source of spruce for airplanes by next fall as the result of the completion of a short railroad line which has been under process of construction for some months. The line is a private one and owned by the White family. It runs from Rome into the heart of the mountains, and the additional shipping facilities are quite badly needed to open up for market several million feet of timber.

Fire in the factory of the Jaeckle Furniture Company on February 24 caused a loss of $200,000, the three-story brick building being destroyed. The company was an old-established one, and is said to have been planning to go into the manufacture of goods on war contracts.

Three of Buffalo's lumbermen have been taking a short recuperation trip to Mt. Clemens this month, and enjoying the baths there, the party consisting of M. M. Wall, O. E. Yeager and Peter McNeil. They have been visiting this health resort nearly every year for a number of years past.

The Shortsville (N. Y.) Wheel Company has shut down its plant and will dispose of it with the equipment.

PITTSBURGH

The American Lumber and Manufacturing Company now has government contracts for more than $1,000,000 worth of lumber for shipbuilding purposes. A large part of this is oak.

J. C. Linehan & Company, a new hardwood wholesale firm, are now nicely established at 527 Park building. "J. C." is looking up his old industrial and railroad trade and taking in some very nice business for a starter.

Building permits in Pittsburgh last month amounted to only $414,688. This is the lowest total for February for many years.

The Frampton-Foster Lumber Company is filling many railroad orders at present for oak timbers and other lines of construction work. The company is constantly buying new lots of lumber through its agencies, and is taking mighty good care of its customers this year.

The Russell Shovel Company, whose plant at Aliquippa, Pa., was burned February 6, with loss of $300,000, is arranging to rebuild at once.

The Acorn Lumber Company reports a fair demand for hardwood, but says that the shipping conditions are not easing up any to speak of, and that deliveries are extremely slow. Prices are pretty firm and on some lines are likely to increase in the near future.

The Joseph W. Cottrell Lumber Company, which has a big gum and oak operation at Lumber City, Ga., is turning out a fine lot of stock for which it finds a ready market. Mr. Cottrell spent two weeks lately at the mill.

The Duquesne Lumber Company reports that its hardwood operations in Tennessee are moving along as slowly as could be expected with the labor and railroad conditions as bad as they are at present. Demand is good and prices are getting better.

BOSTON

Herbert W. Bowler, well known in the New England hardwood trade as a former National Hardwood Association inspector, and subsequently with Holt & Bugbee Company of Charlestown, has now embarked in business at Waverly, Mass., handling principally native hardwoods.

A fire loss of $250,000 was caused recently when the entire yard and plant of the Wm. H. Sawyer Lumber Company at Worcester, Mass., was destroyed. Circumstances surrounding the discovery of the fire and the current report of the firm's supplying of government stock have strongly established the suspicion of incendiarism.

The Young Lumber Company having outgrown its quarters at 95 Milk street, Boston, has moved to the Lawrence building.

BALTIMORE

M. S. Baer of Richard P. Baer & Co., is back from a southern trip, in the course of which he visited Mobile, where a large sawmill has just been completed for the Magazine Hardwood Company, the manufacturing end of the firm. The old mill, which was much smaller, will be dismantled and the machinery probably sold.

Among the visiting lumbermen here during the last week was John Morrow of the Morrow-Gorman Company of Chattanooga, Tenn. Mr. Morrow had been at Washington, in conference with some of the government officials, and booked orders for account of the federal authorities, amounting to about 3,000,000 feet. He went over the details with the authorities and took up the loose ends of the deal.

J. McD. Price, until now engaged in the wholesale hardwood trade here and before that secretary of the National Lumber Exporters' Association, has closed his office in the Knickerbocker building and will shortly move to Barnesville, N. C., there to take up the supervision of a sawmill on a tract of timber acquired in conjunction with Fred Arn of the J. M. Card Lumber Company of Chattanooga, and president of the National Lumber Exporters' Association. Mr. Price is to make his headquarters at Barnesville. It is stated that the timber is among the finest in the East, never having been touched before.

Frank Price, for years a widely known member of the hardwood trade, domestic as well as export, died March 6 after a short illness of pneumonia. Mr. Price was a son of the late Richard Price, and one of five brothers, all of whom became prominent in the trade, doing also an extensive foreign business. When still a young man he entered the office of his father's firm, Thomas & Price, but later organized the firm of Price, Welch & Co., which operated extensively in West Virginia. After the dissolution of this concern he entered the office of Price & Heald, of which his brother, Richard W. Price, was senior member, and when this firm changed, owing to the death of Richard W. Price, some six years ago, he established himself in the investment security business. Mr. Price had also been secretary of the Lumber Exchange about a quarter of a century ago. He retained much of his acquaintance with the trade and because of his debonnaire disposition made many friends. He is survived by his wife, three sons and a daughter.

The Baltimore Lumber Exchange at its quarterly meeting held March 4 at the Merchants' Club, made a number of changes in its by-laws, among them being an advance in the charge for inspection of lumber by the corps of the Exchange to sixty cents per 1,000 feet. Fifty-three cents of this amount will go to the inspector and the other seven cents ot the Exchange, this being an increased income for the Exchange of two cents. The reason for the increase is the advanced cost of living, which has troubled especially the inspectors, who have had little to do all the winter in consequence of the closing of the bay by ice and the railroad embargoes. The buyer is to pay half of the inspection charge and the seller the other half. In the future also, there will be no five per cent less, the charge being net.

Other changes in certain charges were made to meet the increased cost of doing business, and the inspectors are to be required to obtain a license and a Lumber Exchange stamp, being required with the latter to mark their tally sheets. It was voted that the change shall go into effect at once.

The special committee named to arrange for a permanent meeting place for the Exchange, reported through Lewis Dill, in the absence of the chairman, P. M. Womble, that the committee had seen various localities and had also conferred with the management of the new Southern Hotel, which will open its doors next Wednesday for business. The management held out some strong inducements in the way of providing rooms and other things. The local promoter of the Old Colony Club was also seen and submitted proposals that are regarded as exceptionally liberal and advantageous. He stated, however, that no definite arrangements could be made until after the opening of the hotel. The Exchange, therefore, voted to let the matter go over without final action until the committee has had time to see the manager of the club when the hotel is conducting business.

The membership committee reported that the American Propeller Manufacturing Company and the Bagby Furniture Company, had been elected to membership. The former concern manufactures the wooden propellers used by aeroplanes.

After the business of the evening had been disposed of, the members sat down to a discussion and an excellent luncheon. Parker D. Dix, the president, occupied the chair, and L. H. Gwaltney was secretary.

COLUMBUS

President A. H. Kemper of the Toledo Lumbermen's Club has made the following appointments for 1918: Entertainment committee—Fred J. Puck, chairman, The Western Manufacturing Company; Chas. H. Schroeder, The C. H. Schroeder Company; Ira W. Gotschall, The Gotschall Manufacturing Company. Membership committee—Ben R. Johnson, chairman; Ben L. Stephens & Co.; John P. Bartelle, Kelsey & Freeman; Fred W. Duttweiler, F. W. Duttweiler Lumber Company. Advertising committee—Ben L. Stephens, chairman; Ralph B. Way, The Swan Creek Lumber & Supply Company; Walter D. Schuller, The Witker Manufacturing Company.

O. H. Bachtel, president and general manager of the Bachtel Lumber Company of Canton, was recently honored with the election to the presidency of the Canton Builders' Exchange.

The Rinderknecht Lumber Company of Dayton has been incorporated with a capital of $50,000 to deal in lumber. The incorporators are George C. Rinderknecht, Sr., George Rinderknecht, Jr., Mary H. Rinderknecht and Catherine Van Allen.

The Sedalia Grain & Lumber Company of Sedalia, O., has increased its capital from $25,000 to $35,000.

The Mohler Lumber Company, North Canton, has increased its capital from $20,000 to $50,000.

R. W. Horton of the W. M. Ritter Lumber Company reports an increasing demand for hardwoods both from factories and retailers. The best feature at this time is the factory demand, especially from box and implement concerns. Furniture manufacturers are also buying rather actively. Prices are firm at the levels which have maintained for some time.

J. A. Ford of the Imperial Lumber Company reports a good demand for West Virginia hardwoods with prices well maintained in every particular.

Excellent work has been done by the Dayton Lumber Trade Exchange of Dayton since its organization in the latter part of 1916. This is shown by the progress obtained in getting the lumber trade of the Gem City better acquainted and doing away with petty jealousies and envies. One of the

most important works of the exchange is to eliminate as far as possible inaccuracies in the drawing off and mathematical errors in figuring lumber bills. To accomplish that end a Central Mill Survey Office is maintained. S. S. King is president; Henry W. Requarth, vice-president; John Westfall, secretary, and John W. Parent, treasurer.

INDIANAPOLIS

Many complaints have been registered with the Indiana public service commission during the last two weeks by shippers over the fact that so many empty cars have been sent through this territory, while no cars were available for local shipments. Many of the shippers, including a few lumber manufacturers, have made the claim that the railroads have been discriminating against the Indiana shipper. The condition was explained by railroad officials who said that they had received orders from the government to send the cars to western points. This condition has been improved somewhat, as most of the emergency demands in the western states are said to have been met successfully. Cars have been more plentiful during the last week, and conditions are said to be improving rapidly.

The National Lumber Company of South Bend, Ind., has bought the business of one of its competitors, the McErlan & Jackson Company. The latter company will retain possession of its ground and building until its business affairs can be closed. The members of the firm will retain their interests in the Builders' Supply & Specialty Company.

The Cannelton Planing Mills Company of Cannelton, Ind., has discontinued business. The company's plant has been operated successfully for the last thirty years.

EVANSVILLE

Elmer D. Luhring of the Luhring Lumber Company, and Henry Sauer of the Cottage Building Company, this city, returned a few days ago from Washington, D. C., where they went at the instance of the Evansville Chamber of Commerce to consult the war department in regard to securing contracts for making boxes for the government. The gentlemen were encouraged by their visit, and believe in a short time the local planing mills will be able to land some of these contracts.

The Klamer-Goebel Furniture Company of this city, has filed a notice with the secretary of state of the increase of its capital stock from $60,000 to $150,000. The officials of the company say the increase will be used to extend the business of the concern generally.

Bert Tisserand, who has charge of the hardwood end of the business of the J. C. Greer Lumber Company, recently returned from a business trip through southern Indiana, southern Illinois and northern Kentucky and reports trade picking up nicely, and in his opinion business is going to improve right along.

A boom has been started for the democratic nomination for governor of Indiana of Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company. Mayor Bosse is at the head of several other large wood consuming plants in Evansville, and is regarded as a man of splendid business qualifications.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, reports trade coming along all right, and his big plant is being operated in most of its departments on steady time. Mr. Worland says he is looking for a very nice spring and summer business.

The Banta Furniture Company of Goshen has filed notice with the secretary of state that it has issued $50,000 preferred stock, making the total capitalization $100,000.

The building permits for February of this year in Evansville showed an increase of nearly $4,000 over the corresponding month of last year.

The Sheller Wood Rim Manufacturing Company of Portland has increased its capital stock from $25,000 to $50,000.

Steamboats and towboats along the Cumberland river have the contract to carry several million feet of lumber to the site where the government will erect a large power plant at Hadley's Bend on that river. Boats are bringing in a great many staves and ties to the local port from points along Green and Barren rivers, with the resumption of navigation on those rivers several weeks ago.

Charles M. Frisse, secretary of the Globe-Bosse-World Furniture Company, reports the plant being operated on practically full time now, and he is looking for a very nice trade all year.

The Hercules Buggy Company, Evansville, has employed about forty girls in the plant to take the places of men and boys who have left the company to take up government service.

MEMPHIS

The E. Sondheimer Company announces that it has torn down its old mill at Sondheimer, La., and that work of replacing the plant with a new one began March 4. All the machinery and all the material necessary for the rebuilding of the mill has already been received and twenty-three millwrights have been secured to rush the work through to completion as soon as possible. A bonus will be paid for each day the con-

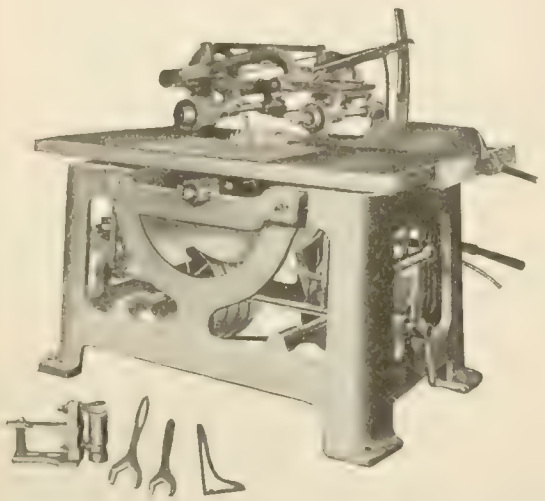
For Greatest Range of Uses

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

CINCINNATI

Hardwood Manufacturers and Jobbers

OHIO VENEER COMPANY
Manufacturers & Importers FOREIGN VENEERS
2624-34 COLERAIN AVENUE

C. CRANE & COMPANY
Manufacturers of Hardwood Lumber, Oak & Poplar especially
Our location makes possible quick delivery of anything in timber and hardwood lumber

The Tegge Lumber Co.

High Grade Northern and Southern Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

tractor finishes the plant under ninety days. The mill, as rebuilt, will have a daily capacity of 50,000 feet of lumber.

Information reaching here from Rison, Ark., is to the effect that J. F. McIntyre & Sons of Pine Bluff, Ark., are building a mill on the Saline river, six miles from the former point, which will be used practically altogether for the cutting of hardwood material for use in filling government contracts. A tram road will be built to a connection with the St. Louis Southwestern (Cotton Belt) Railroad to facilitate handling the output of the plant.

The DeQueen Lumber Company, DeQueen, Ark., which recently began business by purchasing holdings of the Fitts & Burroughs Lumber Company in Arkansas and Oklahoma, has purchased 500,000,000 feet of pine timber near that point, and is planning the building of a planing mill which will be electrically driven, and which will have a daily capacity equivalent to that of the sawmill proper, ten cars per day.

The Madison Lumber Company, Tallulah, La., will have its plant in operation there in a few days. The necessary spur tracks and other facilities are being installed as rapidly as possible. This company was formed a short time ago, and has a capital stock of $50,000. Rudolph Sondheimer of the E. Sondheimer Company, Memphis, is president of the company.

The Gayoso Lumber Company, which recently completed extensive repairs and improvements at its big hardwood mill in New South Memphis, began this week to operate it on double shift. It secured quite a lot of logs on its yards during the period it was closed down, and is thus insured a fair supply of timber for the immediate future.

The Crenshaw-Gary Lumber Company will soon begin operating its big barge on Sunflower river for handling lumber from its plant at Richey, Miss., to Vicksburg, where the Mississippi will be reached. The barge has a capacity of 500,000 feet or more. The company has several other barges of similar capacity to be delivered shortly, and these will be used for handling both logs and lumber. The barges have been purchased because of inadequate transportation facilities by rail.

F. E. Gary of the Crenshaw-Gary Lumber Company has sold his handsome home in Morningside Heights subdivision to Graham Smithwick, a cotton man, for a consideration of $30,000. This is one of the handsomest homes in Memphis.

M. S. Shadburne, who has had ten years' experience in the general claims department of the Louisville & Nashville Railroad, has been installed as manager of the claim department of the Southern Hardwood Traffic Association. This organization has been handling claims for members since it was launched, and the amount involved therein has

become so heavy that a special team had to be secured to devote all of his time thereto.

Some idea of the handicaps imposed by the recent freeze in the Mississippi may be gathered from the statement of Max Sondheimer that it required more than two months for the E. Sondheimer company to secure delivery at Shreveport, La., of a towboat purchased on the Missouri river in December.

Officials of the Southern Hardwood Traffic Association and the American Hardwood Manufacturers' Association have about reached the conclusion that they will have no success in their efforts to secure an export licensing bureau for Memphis to issue licenses covering exports of lumber to Canada. They have found that cities as far away as New Orleans on the south and San Francisco on the west will have to secure their licenses from the bureau in Washington, and they expect Memphis to have to follow suit.

LOUISVILLE

Manufacturers and employers in general are just beginning to realize the importance of checking the proposed eight hour law for Kentucky, and as a result of this work it is believed that too much pressure has been brought to bear during the past few days for the law to be enacted. The Kentucky Manufacturers' & Shippers' Association, through its legislative committee, is waging a warm fight against this bill, while any number of trade organizations, individuals and big manufacturing concerns have gotten busy. A steady stream of protests has been carried to Frankfort by some of the biggest operators of the state. The coal, oil, railroad and other big interests are opposing the passage of the act, which would include all employes which are not affected by any laws already in effect. The Louisville Hardwood Club, at its last meeting, went on record as opposing the passage of this act, and has launched a protest against its enactment with the representatives of this district.

Edward F. Devol, sales manager of the Louisville Point Lumber Company, a concern with which he has been connected for the past five years, has resigned his position, having enlisted in the coast artillery division. Mr. Devol has gone to Columbus, O., from which point he will be assigned to service.

March 22 has been set by the Interstate Commerce Commission as the date for hearing of Dockett 9991. W. P. Brown & Sons Lumber Company, Louisville, vs. Southern Railway Company et al., relative to rates on lumber from Brasfield, Ark., to Athens, Tenn., the Brown company asking for reparation on overcharges and establishment of a twenty-four cent rate as against a twenty-five and one-half cent rate, alleging violation of the fourth section. The case will be heard in Louisville.

George E. Wilt, for several years with the Pennsylvania passenger department in Louisville, who for the past few years has been in the Nashville department, has accepted a position with the W. R. Willett Lumber Company of Louisville, and will travel part of Kentucky and other sections. W. R. Willett, head of the company, recently returned from a trip to New Orleans, Nashville, Atlanta and Chicago.

D. E. Kline of the Louisville Veneer Mills has returned to Chicago in connection with handling the operations of the veneer manufacturers in connection with supplying the government with aeroplane and other needs produced by the veneer and panel manufacturers.

The scarcity of material is resulting in C. M. Sears of the Edward L. Davis Lumber Company of Louisville, spending practically all of his time in the South just now, in an effort to secure stock for the local company.

W. A. McLean of the Wood Mosaic Company of New Albany has gone East again to look after some interests. Just before leaving the city Mr. McLean had some of the French and English army officers stationed at Camp Taylor, Louisville, over to his plant to see how gunstocks, airplane stock and other war supplies are being turned out. Another recent visitor at the Wood Mosaic office was Mr. Litchfield of Boston, who is a member of the hardwood lumber house of Litchfield Brothers at North Vernon, Ind.

The labor situation in the South has shown considerable improvement with the return of spring weather, but the opening of the agricultural season, coupled with the second army draft, is expected to make the situation even worse than it was during the winter. At the present time the lumber manufacturers of the South are having much trouble in obtaining cars. For a time a fair supply of cars was being received, but the lifting of embargoes to points in the East and North has resulted in a heavy movement of cars out of the South under load. Many of the empties which ordinarily would have been returned to the South have been sent into the West and Northwest to move the grain crops, and as a result the car supply is now so short that the mills are having much trouble in getting logs in or lumber out. However, shipments are moving eastward into the Pittsburgh-Buffalo sections, although Boston and New York territory is still embargoed.

A new concern has been incorporated at Owensboro, Ky., as the Owensboro Wheel Company, capital $100,000, to manufacture various types of wheels. Joseph W. Allen, John Reinhardt and L. G. Reinhardt are named as incorporators.

Lumber dealers who in the past have sold supplies of hardwoods to the Henderson Wagon Company of Henderson, Ky., can cut that concern off their lists. The plant has been down for some time, and was recently sold for $52,000 to the H. J. Heinz Company of Pittsburgh, who will convert it into a pickle factory. The sale included property and buildings, but the woodworking and other wagon manufacturing machinery is yet to be disposed of.

VIRGIN TENNESSEE

Hardwoods

Our large band mill located outside Fayetteville is cutting an unbeatable tract of Tennessee's justly famous hardwoods — oak, poplar, hickory and the minor species.

You should consider our facilities for filling your needs.

Williams Lumber Co.
Fayetteville Tennessee

Swain-Roach Lbr. Co.
SEYMOUR, IND.

We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

4 cars 8/4 No. 1 com. & better Elm; 1 car 12/4 No. 1 com. & better Elm; 1 car 4/4, 8/4, 12/4 Log Run Plain Sycamore; 2 cars 4/4 1s & 2s Sap Gum; 1 car 4/4 No. 1 com. & better Quartered Red Oak; 1 car 1x4½—5—5½ Quartered White Oak Strips; 1 car ⅜ 1s & 2s Plain Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.
The Lumbermen's Mutual Insurance Company Mansfield, Ohio.
The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Brown Brothers Company

"Buttcut" Brand

HICKORY
Oak and Ash
Dimension Stock for All Purposes

Gainesville and Gunntown . . . . . Florida
Union & Planters Bank Bldg., Memphis, Tenn.

General Sales and Export Office
11 Broadway, New York City

Open Yard, Narrow Piles, Narrow Stickers, Assure Uniform Drying of

LENOX LUMBER

KENTUCKY SOFT TEXTURED
White Oak, Poplar
Hardwoods

American Lumber & Mfg. Co.
PITTSBURGH, PA.

The Mengel Box Company of Louisville, operating a large lumber plant at Hickman, Ky., recently lost a towboat. "The Mengel Box Company," in a high wind on the Mississippi, near Hale's Point, Tenn., opposite Osceola. The high wind filled the boat with water and she broke in two. A barge of logs was carried down stream, but will probably be caught. The steamer was waiting for a derrick boat to complete loading some log barges at the time of the accident. The vessel was valued at $50,000.

At Somerset, Ky., the I. R. Longsworth Company, spoke manufacturer, has resumed operations after being out for some time as a result of the recent floods in that district. The company is now buying material to manufacture spokes to fill government orders on escort wagons and artillery wheels.

A new concern, operating as the Edgett & Fulton Lumber Company, has been incorporated at Erlanger, Ky., with a capital of $20,000, by J. R. Edgett, Minna Edgett and Blaine Fulton. Col. John Edgett recently stated that he had purchased timber in Tennessee and was planning to install a mill.

The Turner, Day & Woolworth Handle Company of Louisville, manufacturer of handles, chuck blocks and wood specialties, has also entered the spoke game. This company, through its state branch plants, has been handling local advertisements for hickory and white oak rived spokes at London and other towns.

R. C. McNay, head of the R. C. McNay Lumber Company of Crittenden, Ky., has succeeded J. W. Bennett as manager of the Williamstown Lumber Company of Williamstown, Ky., Mr. Bennett having enlisted in the Forestry Service.

G. B. Borders, purchasing agent for the McCammon & Keller Company of Lebanon, Ky., sawmill operators which has installed a new spoke factory, has been kept on the jump in supplying the mill with spoke material of late. Mr. Borders is offering to buy white oak and hickory spoke timber delivered at factory on side track on woods; split out in block, log or tree. In fact, he is willing to take material in most any form to obtain it.

Announcement has been made to the effect that the Huddleston Timber Company of Huntington, W. Va., has started work on the second boundary of timber recently purchased from F. M. Stafford, near Paintsville, Ky. J. H. Johnson who, for several years, has been with the Rock Castle Lumber Company, has secured a big crew and has gotten things well started.

ARKANSAS

The Sweaney Manufacturing Company of West Memphis, Ark., has filed articles of incorporation and received a charter to do business. The capital stock of this company is placed at $25,000. This company is erecting a sawmill, installing new machinery, and will cut dimension stock. A. S. Sweaney is president and manager of the company.

The Standard Lumber Company of Texarkana, Ark., has recently filed articles of incorporation, showing a capital stock of $100,000. H. P. Fouke, C. W. Fouke and George Weber are the incorporators. This concern has been in business at Texarkana for many years, but has only recently incorporated.

The Hicks-Stevenson Lumber Company of Mena, Ark., has bought thirty auto trucks to be used in hauling logs from the woods to the mill and lumber from the plant to the railroad.

Both William A. Priddie, snark of the universe and vice-president of the Beaumont Lumber Company at Beaumont, Texas, and Emerson D. Tennant, secretary-treasurer of the Concatenated Oder of Hoo-Hoo, Saint Louis, have signified their intentions of attending the big Arkansas Hoo-Hoo concatenation to be held in Hot Springs on the night of June 8, in connection with the fourteenth annual meeting of the Arkansas Association of Lumber Dealers, which will be held in that city on June 7 and 8. The two meetings coming together are expected to insure a large attendance, and Secretary J. B. Webster of the Association, who is also vicegerent snark for the state of Arkansas, is expecting the biggest and most successful gathering of lumbermen and Hoo-Hoo that has ever been experienced in Arkansas. The citizens of Hot Springs, through the Business Men's League, are preparing entertainment features that will make the visitors long remember their visits to the Vapor City.

WISCONSIN

The Weidemann-Lindem Manufacturing Company, Marinette, Wis., manufacturer of lumber, interior woodwork, etc., has decided to establish a department for the production of coffins and caskets. An addition will be built to the plant at once and new equipment installed. The working force will be increased by about twenty-five men.

To get every piece of rolling stock into service without delay and keep it in good shape, the West Milwaukee car and locomotive shops of the Chicago, Milwaukee & St. Paul are now working a ten-hour day. About 4,500 men are affected. The car shop has been working nine hours and its 2,000 employes now are receiving overtime for one hour's work a day.

Milwaukee box manufacturers furnished a large amount of box and crating stock gratis to Base Hospital No. 22, a Milwaukee unit which has been in training at the Milwaukee Auditorium for several months, and is now going into active service. Donations were made by the John Schroeder Lumber Company, August C. Beck Company, Mueller & Son Company, Kieckhefer Box Company and National Box Company.

The Winnegar Lumber Company, Winnegar, Wis., has awarded a contract to Ever Anderson, Ashland, Wis., for the construction of ten new dwellings for employes of its mill and yards.

The Anson-Gilkey & Hurd Company, Merrill, Wis., was compelled to close its mill and factory for several days last week when an engine cylinder head blew out.

Henry St. Lee, David Hall & Son and Ed Rossey, New London, Wis., have established a custom sawmill at the foot of Waupaca street, and expect to saw between 750,000 and 1,000,000 feet, mainly hardwood, for local consumers this season.

D. McVicar, Madison, Wis., has awarded contracts through Edward Tough, architect, for the construction of twenty-five dwellings in that city. This is only the beginning of an extensive campaign to be undertaken in Madison to furnish housing accommodations for about 1,000 workmen who have been imported in recent months to man two new ordnance plants and fill up the ranks of existing manufacturers.

Walter W. Oellain, a well-known building contractor of Milwaukee, is considering an offer to take entire charge of the construction of 1,500 workmen's homes to be erected at Camden, N. J., by the Newport Shipbuilding Company. The project involves more than $3,000,000.

The Brown Land & Lumber Company, which has been operating at Rhinelander, Wis., recently incorporated with a capital stock of $750,000, and will operate sawmills in Rhinelander and Parish, Wis.; Ray, Minn., and Champion and Helena, Ark. The concern also will open a cedar department, with headquarters at Green Bay, Wis.

The Colby Lumber Company, Colby, Wis., has resumed sawing operations for the new season and expects to cut about 750,000 feet of hardwood and mixed logs during the next sixty days. The logs are now being brought from its camps about six miles from Colby.

The Milwaukee Woodcraft Corporation has been organized at Milwaukee with a capital stock of $25,000 by representatives of a number of woodworking factories in order to facilitate matters with respect to soliciting and handling government contracts for the production of airplane parts and other other wood war materials. Marshall C. Moss, president of the Rockwell Manufacturing Company; John W. Diercksmeier, manager of the A. F. Meckelburg Sash & Door Company, and S. H. Grobben, head of the S. H. Grobben Manufacturing Company, appear as incorporators. Representatives of the woodworking interests recently held a conference with George Ellis, secretary of the Lawson Airplane Corporation, Green Bay, Wis., with the idea of associating themselves with this concern for the establishment of assembling plants and that any government work received may be equitably distributed among the various companies in accordance with previous output and capacity. As soon as matters reach a greater degree of maturity, further announcements will be forthcoming.

Representatives of five or six potash manufacturers in northern Wisconsin met in Wausau, Wis., on March 2, at the invitation of C. T. Edgar of that city, to discuss the matter of the protection of the rapidly growing potash industry of the United States against foreign competition, during and after the war. As a result of the meeting, the Northern Potash Association was formed with the following officers: President, C. T. Edgar; vice-president, James Roper, Menominee, Mich.; secretary, A. E. Solie, Wausau; treasurer, H. B. Richmond, Shawano, Wis. A second meeting has been called at Appleton, Wis., on April 4. The consensus of opinion at the meeting was that Congress should place a protective tariff of at least ten per cent on potash.

Hon. Isaac Stephenson, Marinette, Wis., former United States Senator and noted lumberman, became a great-grandfather on Feb. 26, when a daughter was born to Mr. and Mrs. Howard S. George of Menominee, Mich. Mrs. George is a daughter of W. S. Carpenter, a widely known lumberman of Menominee. Mr. George is with the colors and at present is serving as a sergeant of infantry at Camp Custer, Battle Creek, Mich.

Charles W. Croty, Tomah, Wis., who has been giving his services to the Wisconsin State Council of Defense for several months as market commissioner, has accepted an assignment to duty as a lumber expert for the government, and recently left Madison for Washington. Mr. Croty is widely known in the logging and lumbering industry of the middlewest.

Capt. Alfred H. Wright, Merrill, Wis., who some time ago was commissioned as commander of a company of the United States Engineers (Forestry), expected to leave for France within a short time, according to letters received from Washington by his sister, Mrs. Hiram J. Smith of Racine, Wis., at the beginning of March.

The Hardwood Market

CHICAGO

Some commercial factories seem to be taking more cognizance of the effect which government purchases will have on supplies of lumber and veneers, at least, that would be indicated by the greater activity in some of these circles. Oak veneers, particularly, are moving well, seemingly having been stimulated in recent weeks by prospective shortage as well as by greater need within the factories themselves.

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

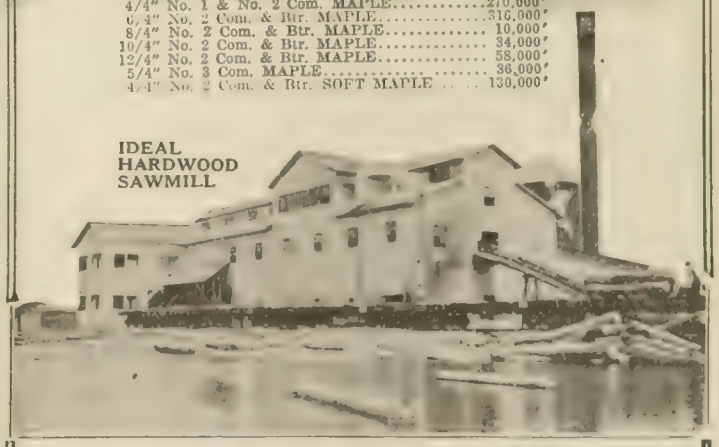
comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

The following stock is in excellent condition, *ready for immediate shipment*

5/4"	No. 2 Com. & Btr. ASH	41,000'
5/8"	No. 2 Com. & Btr. BEECH	27,000'
5/4"	No. 2 Com. & Btr. BEECH	300,000'
6/4"	No. 2 Com. & Btr. BEECH	286,000'
4/4"	No. 2 Com. & Btr. SOFT ELM	76,000'
4/4"	No. 3 Com. SOFT ELM	30,000'
3/4"	No. 1 Com. & Btr. BIRCH	81,000'
4/4"	No. 1 Com. & Btr. BIRCH	108,000'
6/4"	No. 2 Com. & Btr. BIRCH	51,000'
8/4"	No. 2 Com & Btr. BIRCH	17,000'
4/4"	No. 3 Com. BIRCH	51,000'
5/4"	No. 3 Com. BIRCH	56,000'
4/4"	No. 1 Com. & Btr. MAPLE	48,000'
4/4"	No. 1 & No. 2 Com. MAPLE	270,000'
6/4"	No. 2 Com. & Btr. MAPLE	316,000'
8/4"	No. 2 Com. & Btr. MAPLE	10,000'
10/4"	No. 2 Com. & Btr. MAPLE	34,000'
12/4"	No. 2 Com. & Btr. MAPLE	58,000'
5/4"	No. 3 Com. MAPLE	36,000'
4/4"	No. 2 Com. & Btr. SOFT MAPLE	130,000'



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

Plain & Qtd. Red & White OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

In other lines such, for instance, as box lumber, the demand seems unceasing and in all directions the price tendency is upward.

Such building as may be done this spring in Chicago seems rather late in starting, probably on account of continued severe weather, but when final figures are in, it will probably be found that the total is greater than anticipated.

BUFFALO

The hardwood market is in a little better position than a month ago by reason of the opening up of railroad transportation to some extent. This does not mean that business on the various rail lines is anywhere near normal, and delays are numerous as well as vexatious, but yards are reporting the receipt of a larger number of cars from the mills, including those of the South, and it is now somewhat easier to get lumber from the yard to the consumer. How long this improvement is likely to continue is a matter of conjecture, but with more open weather a good gain is looked for.

The demand shows up fairly well, though still confined to war order industries. Airplane, truck and shipbuilding concerns are thus the most important factors in the market, but a large number of concerns of various kinds are finding an increased need of hardwoods. In the furniture business not much is doing, though some plants in this line have adapted their equipment to the manufacture of products needed in the war and are thus doing a more active business than for some time past. The outlook for speculative building this spring is regarded as poor, as the money is not likely to be forthcoming for it.

Lumbermen are unable to do any export business without a license, a fact which some were not aware of until it was brought to their attention when an effort was made to ship stock. This, of course, cuts out a good deal of business for some concerns, which ordinarily do a good export business. But some trade is now being done, as it is not difficult to get a license where the stock is essential for war work abroad.

The Buffalo Chamber of Commerce is taking up the discussion of plans by which a greater amount of Niagara Falls power can be made available for the industries of the city.

PITTSBURGH

Hardwood men are very busy these days, especially the manufacturers. Country mills in Tri-State territory are hurrying operations in order to get just as much done as possible before the farming season begins when their supply of labor and teams will be cut into very badly. The continued calls from the drafts are also making bad work with mill forces. The supply of hardwood at the mills is not large, and if anything like normal shipping conditions prevailed it would very soon be used up. Demand for oak is the best ever seen in this city, especially for oak timbers. General and mixed hardwoods for mining and industrial propositions are also very badly wanted. Automobile demand is very much lighter than usual at this season. There is a pretty good call for furniture hardwood where it is dry and ready to ship.

BOSTON

There seems to be basis for reporting a still further advance in most hardwood items as spring opens. While previous developments had apparently gone to the practical limit for profitable manufacturing, the large prospective needs for war work, most especially in thick poplar, ash, maple, birch and oak, have served to again push up values. The confidence that transportation will begin to improve and that many partially suspended operations will try to start up leads to caution in booking orders where stock is so certain to be immediately absorbed. The government's policy of negotiation for stock on hand and to be manufactured at the mills, places the dealers in a very difficult position with much of their usual source withdrawn, and only incidental contact with the direct government usage in many departments.

BALTIMORE

The general situation in the hardwood trade here continues to be about as it has been for some time, with the difference that the weather now presents no handicap to the movement of stocks, and that such impediments as restrict the volume of business done must be sought in another direction. Among these impediments the foremost one is inability to make shipments, this applying to the mills as well as to the wholesalers and the yards. Some improvement in the transportation situation has taken place, to be sure, but very formidable obstacles are still encountered by the hardwood men, and they count themselves fortunate when they are able to get a few cars through. To have a permit is by no means always a certain way of having shipments taken care of, and the sellers therefore hesitate to take orders, not knowing if they will be in a position to make delivery. The needs of the government lying in directions other than most of the hardwoods, this division of the lumber business is far less benefited by the existing military needs than yellow pine, for instance, so that the hardwood men have no great amount of such business to fall back upon as a substitute for deficiencies in other directions. In addition, it is to be said that considerable shifting in the trade currents has taken place, and frequent readjustments are required if a hardwood man wants to keep going. Various new requirements have arisen, while old ones

are either eliminated or detected for the present; hence the hardwood man must be constantly stepping the situation to ascertain where he is likely to be able to place stocks. The prices realized are on the whole good, it being mainly a question of getting the lumber to take care of the business that can be obtained, for such is the impairment of shipping facilities that the necessities of the users of hardwoods are for the most part ahead of their ability to get stocks. The mills are again in a position to take up operations, with little or no interference by the weather, but they find such scarcity of labor that many of the plants are unable to attain anything like their normal capacity, so that the production is not likely to run far ahead of the ability of the country to absorb the output. The scarcity of labor is also one of the causes that go to increase the cost of manufacture beyond anything perhaps ever experienced by the mills; consequently, there is small prospect that the market will slump on those dealers who have the courage to augment their holdings on the present basis. There are no developments in the foreign trade that would tend to give the situation a materially different aspect.

COLUMBUS

The hardwood trade in Columbus territory has ruled firm during the past fortnight. Buying is not as active as would be the case if shipments could be assured, but there is a fair demand coming in from all sections and prices are ruling strong. Indications point toward more active building operations than was expected several months ago, and that is giving a more optimistic view to the situation.

Buying on the part of factories is one of the best features. Concerns making boxes and implements are in the market for stocks. Some buying is also done by furniture factories. Factories are generally buying for immediate consumption, as they are not inclined to accumulate stocks. Some buying for delivery during April and May is reported.

Railroad traffic is slightly improved, but is still far from normal. Embargoes are still in force and congestion is reported at many junction points. Taking it all in all the warm weather has aided the railroads in securing better movement of lumber, as well as other commodities. Collections are not as good as formerly.

Quartered oak is strong and prices are unchanged from the previous announcement. There is also a good demand for plain oak stocks at former levels. Chestnut is strong and the same is true of poplar. Other hardwoods are unchanged.

CLEVELAND

Although marked improvement in outlet for practically all descriptions of lumber is noted with the turn of the month and the advance of more springlike weather, there is not the improvement in hardwoods in this market usually seen at this time of year. One reason advanced by wholesale interests is that dealers are still pretty well stocked up on all descriptions, and the other is that the real outlet for hardwoods, principally interior finishing of uncompleted construction, is still too early. The long and severe winter brought all building operations, so far as lumber working was concerned, to a standstill, and now that this work can proceed, most of it is still in the partly finished stage outwardly. Consequently, it will be several weeks, it is believed in hardwood circles, before the demand for these materials develops. The result at the moment is to bring some weakness into this market, more so in oak and maple flooring, which is wanted more than other descriptions, anyway. These will probably be among the last items taken on by builders. The present stocks are sufficient to meet a good inquiry. Receipts are better from the South, West and Southwest, in the last two weeks, than for months past, the improved weather conditions being instrumental in making for better railroad handling. This is a great relief to local lumbermen. Good demand for transits is noted in the last two weeks.

INDIANAPOLIS

The hardwood market is firmer than it has been in several weeks, but conditions are not as yet pleasing to the trade in general. More cars are available and the shipment of logs is proceeding in a more satisfactory manner, but freight restrictions continue to hold back the operations of the trade.

During the last week there has been a more optimistic tone in all lines of business, as it has been found that money is moving more freely than had been anticipated. The hardwood manufacturers of Indiana are especially pleased with the automobile outlook. A month ago motor car manufacturers were talking of reducing their requirements for hardwood, but the demand for pleasure cars and trucks has so increased as to cause the automobile trade to take a more optimistic view of the situation.

Consuming plants are also facing a more encouraging outlook. The furniture industries especially are heavier buyers, and report the general condition of their business improved. Box manufacturers are experiencing difficulty in filling the demand, and all box-making materials are bringing top prices. Woodworking plants in central Indiana are working on large contracts for the government. The demand for oak and hickory is strong, and there has been an improvement in the gum demand.

Architects and contractors report that there is considerable estimating being done, and that the prospects for the coming building season are better than had been anticipated.

EVANSVILLE

The [illegible] manufacturers of Evansville and vicinity report that trade conditions appear more encouraging now than they have at any time for the past six months. Many of the large hardwood mills in this section that were forced to remain closed down during the cold weather in January and February are now running on full time. One large manufacturer said a few days ago that trade in the north and northwest just now is exceedingly good. Most of the river mills in Evansville remain closed, and it is not known when they will resume operations. Collections are good. Manufacturers report that logs are coming in more freely and the car shortage is not as acute as it was a month ago. The general opinion of the manufacturers is that cars are going to get easier and that it is going to be an easy matter to ship stuff east in a short time. The prices on the best grades of hardwood lumber are still tending upward and it is the opinion of the leading manufacturers in southern Indiana that the tendency for prices to soar is going to continue all this year. There is a splendid demand for quartered white oak just now and plain white oak is in better demand than it has been for some time past. Walnut is picking up some and there is a belief that gum is going to get stronger within a short time. Elm and maple are fairly strong and hickory and ash are good. Due to the fact that many of the box factories in this section are being operated on good time, there is a good demand for cottonwood lumber at this time. Quartered sycamore is moving along all right. Many of the large wood-consuming plants in Evansville and those at Tell City, Ind., Henderson, Ky., and Owensboro, Ky., are being operated on very good time. Building operations in Evansville are getting more active, and while contractors and architects say that the building this year may not compare to other years, they look for considerable building to be done.

MEMPHIS

There is an excellent demand for southern hardwoods. Very little salesmanship is required, but there is an extraordinary amount of energy and ability necessary in manufacturing hardwood lumber and in finding means of delivering it. The latter are the two big pressing problems confronting members of the hardwood trade here at this time, and they are making comparatively little headway because transportation condi-

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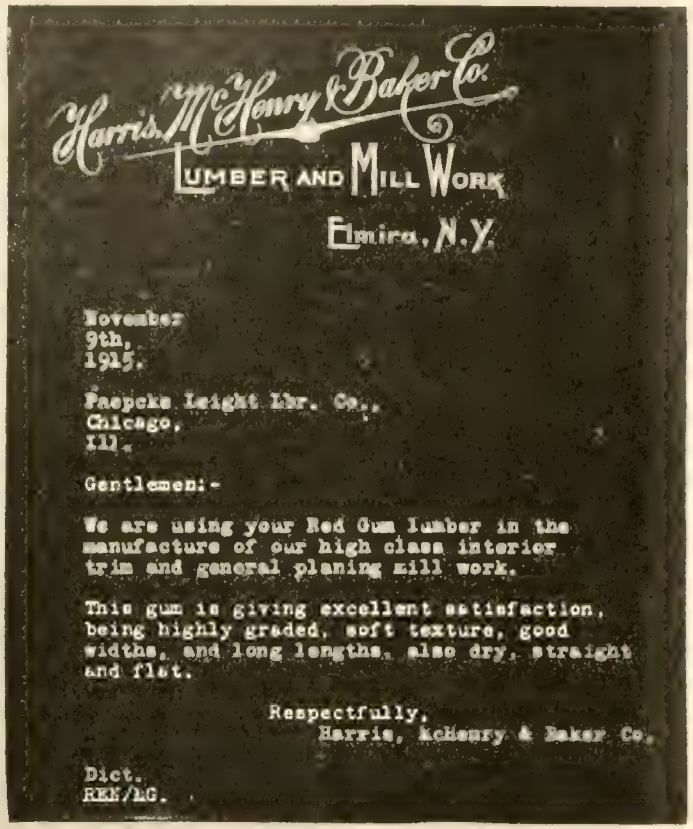

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tions, affecting both log supply and lumber distribution, show so little improvement.

Owing to the reduced output and the relatively light stocks, the relations between supply and demand are considerably strained, and prices are firm, with an upward tendency. There is an exceptionally active demand for the lower grades of cottonwood and gum. The box manufacturers are absorbing these as fast as they can be produced and delivered. There is a good call for the higher grades of sap gum and for the upper grades of cottonwood. There is likewise an urgent demand for, with a quite limited supply of, box boards in both cottonwood and gum. Many buyers are unable to secure their requirements. Thick, plain oak, 6/4 and better, is in excellent demand, and indications are that there are large requirements which must shortly be filled on the basis of the statement that approximately 300,000,000 feet of such oak will be necessary for the completion of contracts already awarded for army wagons and extra wheels therefor, to say nothing of the quantity that will have to be manufactured to take care of other contracts to be awarded later. There is a good call for quartered oak in the higher grades, and high grade oak veneers are in very satisfactory request. Plain oak in No. 1 common is reported dull and there is but a moderate call for firsts and seconds red gum. Ash, hickory and cypress are in splendid call, and the movement is as large as offerings and transportation conditions will allow.

LOUISVILLE

There has been very little change noted in the market prices on hardwoods handled here within the past two weeks. There is a good demand for practically all southern hardwoods, excepting quartered oak, which is moving slowly, due to the fact that the furniture factories are not buying at the present time. Gum is fairly active and is maintaining its level in spite of the fact that the demand for interior trim is somewhat off. Hardwood flooring is showing some improvement, but has been quiet for months. During the past month there has been a heavy movement of southern hardwoods, which has been checked somewhat by the shortage of cars. However, orders are still coming in freely, and with embargoes lifted from all but a few far eastern points, the situation is generally better. There is a very strong demand for walnut and mahogany for airplane work, while walnut is still in heavy demand for gunstock manufacturing. Cutting clear firsts and seconds for filling such orders has resulted in the market being full of common grades and short dimension stock, which has not been in very active demand. At the present time the bulk of the hardwood demand is from concerns filling government orders and from the truck and wagon manufacturers, most of whom have government orders. Ash, elm and hickory have been lively, and continue steady in demand and price, thick stocks of ash being very high. Poplar is also active, boxboards being especially good. The veneer trade and panel manufacturers have been working to capacity on supplying airplane stock or manufacturing airplane parts. As a whole, the hardwood trade in this section is in excellent shape, and the situation would be generally satisfactory if traffic conditions were normal.

ASHEVILLE

Good weather the past week has started logging and sawing again, although the labor shortage still gives concern to band mills in this territory. Eastern Carolina chair factories are showing considerable activity, and a good many orders were shipped last week to the East on permits and for government use. Dry lumber is scarce, and some green lumber is being marketed. There is strong demand for thick oak and for poplar, basswood and chestnut.

MILWAUKEE

As the season advances, conditions relating to logging in northern Wisconsin and upper Michigan become more uncertain daily, and within the last week or ten days the operation of some concerns have been badly hampered and interrupted by the arrival of soft weather, which has ruined iced roads and made the woods a sea of mud. The spell of moderate weather has just been preceded by the heaviest blizzard of the season. Since then weather conditions have been very irregular, as might be expected at this time of the year, and most loggers are hastening their work with all possible speed because the end of the season is believed to be near at hand.

On the whole, logging operations in the North during the winter now coming to an end were uniformly satisfactory, particularly with regard to climatic conditions during the greater part of the season. While the acute shortage of labor was a serious factor earlier, a fair amount of men were procured later, but their inexperience lowered efficiency. Abnormally high wages and greatly increased costs of all necessities made logging work this winter the most expensive on record and already is an important factor in stiffening lumber prices all along the line.

The demand for hardwoods of all kinds is maintained on a broad scale by government demands and the large requirements of industries that are working to a greater or lesser extent on war contracts. There is a comparatively enormous demand for box and crating stock, while orders for the finer and more select grades for purposes such as airplanes and other materials have assumed a volume far above that ever before experienced.

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5 cars 6/4 dry log run hickory green
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Two used American hardwood flooring matchers. Both machines are in excellent condition and will match up to 8" stock. Complete with heads, etc. KERRY & HANSON FLOORING CO., Grayling, Mich.

FOR SALE

1 heavy type Filer & Stowell edger, complete, perfect condition, with 4 saws, 2 movable, 2 stationary; mandrel 3 15/16, pulley 16x16"; feed table 4' 6"x11' 6", with 4' 4" double rolls. The rear table 4"x26 with 4' 6"x42" live rolls, driven by 1 7/16 shafting; gearing all complete; 4' 6"x 42" dead rolls; one 10½x42" hurry-up roll. BROWN & HACKNEY, INC., 919 Bank of Commerce Bldg., Memphis, Tenn.

DIMENSION STOCK FOR SALE

WHITE OAK—SMALL DIMENSION

Bone dry, practically clear, 4/4 to 8/4 thick, mostly 2⅜" wide x 15" long. All dressed two sides. Will quote very attractive prices. Address "BOX 30," care HARDWOOD RECORD.

FOR SALE

Tough white ash dimension stock. S. N. BROWN & CO., Dayton, O.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

BUSINESS OPPORTUNITIES

CUSTOM WORK IN

Sawed and sliced Veneer can be taken on by modern equipped plant, Indiana point, 6 railroads, ample coal supply, two saws, 14 and 16 foot stay log, one 12-foot slicer, 13-foot Textile dryer, large warehouse capacity, experienced, efficient operators. Can operate day and night.

Address "BOX 25," care HARDWOOD RECORD.

FOR SALE OR LEASE

at bargain price, lumber yard, Cincinnati, Ohio. Excellent siding facilities, sheds, etc. Almost immediate possession. Communicate quickly if interested. Address "BOX 29," care HARDWOOD RECORD.

MISCELLANEOUS

Loose Leaf Tally Books

TALLY SHEETS With WATERPROOF LINES

Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS white 4/4, 5/4, 6/4 & 8/4", 6-16', 8-16', dry. **FAS,** white, 10/4", 12/4" & 16/4", 6" & up, 8-16', dry; **FAS,** white, 8/4", 12/4", 10" & up, 10-16', dry; **FAS,** white, 10/4", 8" & up, 10-16', dry; **FAS,** white, 10/4", 11" & up, 8-16', dry, 12/4", 12" & up, 10-16', 16/4", 12½" & up, 10-16', 20/4", 6" & up, 8-16', 5/4", 3-5½', 8-16', dry; **NO. 1 C** 4/4, 5/4, 6/4, 8/4, 10/4 & 16/4", reg. wdths. & lgths.; **NO. 2 C.** 4/4, 8/4", reg. wdths. & lgths., dry; **FAS,** special, 4/4, 5/4", 6-16', 8-16', dry. DUDLEY LUMBER CO., Memphis, Tenn.

FAS 4/4 & 5/4". **NO. 1 C.** 4/4-6/4". **NO. 2 C.** 4/4-8/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

NO. 2 C. 8/4-12/4", 2 yrs., dry. G. ELIAS & BRO., Inc., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

FAS 12/4", 6-9" wide, reg. lgth.; **CLEAR STRIPS** 4/4", reg. wdths. & lgths. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO 2 C. & BTR., white, 4/4-16/4", on grade; **SEL.,** airplane, 4/4-16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS 6/4". NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 10/4", mostly 5 to 7" wide, usual lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR., 4/4"; **NO. 2 C. & BTR.,** 5/4" MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 6/4 & 8/4", 3 mos. dry; **NO. 3 C.,** 5/8", 8 mos. dry; **NO. 3 C.,** 5/4 & 6/4", all reg. wdths. & lgths., 2 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 C. 5/4 & 6/4", reg. wdths. & lgths., dry. KNEELAND BIGELOW CO., Bay City, Mich.

LOG RUN 5/8", 1-4 mos. dry. SWAINROACH LUMBER CO., Seymour, Ind.

BIRCH

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 6/4", unsel., 6/4 red sel.; **NO. 1 C.** unsel., 6/4"; **NO. 2 C.** unsel. 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", reg. wdths., std. lgths., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 5/4-10/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-8-4", reg. wdths., std. lgths., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS 6/4", PANEL 4/4", 18" & up wide. ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4", 6-12, 65% 14-16', 4 mos. dry; **NO. 1. C. & SEL.** 4/4", reg. wdth., 65% 14-16', 8 mos. dry; **NO. 3 C.** 4/4", reg. wdth., 60% 14-16', 4 mos. dry; **FAS** 5/4", 6" & up, 60% 14-16', 6 mos. dry; **NO. 1 C. & SEL.,** 5/4", reg. wdth., 60% 14-16', 4 mos. dry; **NO. 3 C.** 5/4", reg. wdth., 60% 14-16', 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL. 4/4"; PECKY 8/4". ANDERSON TULLY CO., Memphis, Tenn.

SEL 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

SEL. 4/4" reg. wdth. & lgth.; **NC. 1 SHOP,** 4/4", 10-4". **FAS** 5/4", all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

SEL. 4/4", reg. wdth. 70% 14-16' long, 4 mos. dry; **PECKY** 4/4", reg. wdth., 65% 14-16', 4 mos. dry. **NO. 2 C.** 6/4", reg. wdth., 60% 14-16' long, 4 mos. dry; **NO. 1 C.** 8/4", reg. wdth., 60% 14-16' long, 4 mos. dry; **NO. 2 C.** 8/4", reg. wdth., 60% 14-16', 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM

NO. 1 C. & BTR., 6/4"; **LOG RUN** 12/4 & 16/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 2½", good wdths., 40% 14-16' long, dry, 3", good wdths., 50% 14-16', dry; **NO. 1 C.** 2½", 3", good wdths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN 8/4, 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdth. & lgth., dry; **NO. 2 C. & BTR.,** 6/4, 8/4 & 10/4", reg. wdth. & lgth., green. KNEELAND BIGELOW CO., Bay City, Mich.

NO. 2 C. & BTR., soft, 6/4, 8/4, 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 8/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 COM. & BTR., soft, 8/4, 10/4 & 12/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

LOG RUN 4/4, 8/4 & 12/4", dry. SWAINROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR., soft, 8/4", reg. wdth., 60% 14-16', 8 mos. dry; **NO. 1 C. & BTR.,** soft, 12/4", reg. wdth., 60% 14-16', 9 mos. dry; **NO. 2 C.,** soft, 4/4", reg. wdth., 70% 14-16', 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

ELM—ROCK

NO 3 C 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS 5/4"; PANEL 4/4", 18" & up wide; **NO. 1 C. & BTR., QTD.,** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS 4/4, 5/4 & 8/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4", reg. wdth. & lgth., air-dried; **NO. 1 C.** 4/4", reg. wdth. & lgth., air-dried; **NO. 2 C.,** reg. wdth. & lgth., air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C., pl., 3/4"; **FAS, Qtd.,** 6/4 & 8/4";

HARDWOODS FOR SALE

COM. & BTR., Qtd., 10/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS 5/8", 13-17", reg. lgth.; **PANEL & WIDE NO.** 1, 18" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 5/4 & 6/4", reg. wdth. & lgth.; **NO. 2 C. & BTR.** 3/4", reg. wdth. & lgth. PENROD-JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4", 6-12", 65% 14-16', 7 mos. dry; **NO. 1 C.,** 4/4, reg. wdth., 70% 14-16', 3 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

NO. 1 COM., 4/4 & 5/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS 4/4", reg. wdth. & lgth., thoroughly air-dried; **NO. 1 C.,** 4/4", reg. wdth & lgth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 5/8", reg. wdth. & lgth.; **FAS** 3/4", 13" & up, reg. lgth.; **NO. 1 C.,** 5/8 & 3/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

GUM—QUARTERED RED

FAS 8/4"; **NO. 1 C. & BTR.,** 4/4 & 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

COM. & BTR., unsel., 8/4 & 10/4" KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS 3/4", reg. wdth. & lgth.; **NO. 1 C.,** 4/4", reg. wdth. & lgth.; **COM. & BTR.,** 8/4 & 10/4", reg. wdth. & lgth., sap no def.; **COM. & BTR.,** fig., ⅜ & ⅝", reg. wdth. & lgth.; **FAS** ¾", fig., reg. wdth & lgth.; **STRIPS** 4/4", 2-4½", reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—TUPELO

No. 1 C. & BTR., 4/4 & 6/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

LOG RUN 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

CRATING, cull, 8/4". SWAIN-ROACH LUMBER CO., Seymour, Ind.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh. Pa.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh. Pa.

FAS 4/4", reg. wdth. & lgth.; **NO. 1 & 2 C.,** 4/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth., 50% 14-16', 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 2 mos. dry, end dried white; **NO. 1 C.,** 4/4, 5/4, 6/4", reg. wdth. & lgth., 8 mos. dry, 75% **FAS; NO. 3 C.,** 5/4, 8/4", reg. wdth. & lgth., 4 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR. 4/4-16/4". W. O. KING & CO., Chicago, Ill.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 3 C., 4/4, 5/4 & 6/4", reg. wdth. & lgth. dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 C, 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 8-12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON TULLY CO., Memphis, Tenn.

FAS, 8/4, 12/4", 12 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4, 14/4 & 16/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

NO. 3 C., 4/4", reg. wdth., 65% 14-16', 3 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN RED

FAS 4/4, 6/4 & 8/4"; **NO. 1 C.** 5/4 & 6/4"; **NO. 2 C.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 3/4 & 4/4", good wdths., 14-16', 2 yrs. dry; **NO. 1 C.** 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, ⅝", reg. wdth., all 12' long thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN 4/4", **NO. 1 C.,** 5/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS 5/4, 11-13". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; NO. 1 C. 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville. Tenn.

FAS & NO. 1 C. 5/4"; NO. 1 & 2 C. 4/4"; COM. & BTR. 8/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS, ⅜", dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 4/4", reg. wdth., 65% 14-16', 5 mos. dry, 5/4", reg. wdth., 60% 14-16', 5 mos. dry; **NO. 1 C.,** 4/4", reg. wdth., 65% 14-16', 8 mos. dry, 5/4", reg. wdth., 60% 14-16', 5 mos. dry; **NO. 2 C.,** 5/4", reg. wdth., 60% 14-16', 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN WHITE

FAS 4/4-8/4; **NO. 1 C. & BTR.** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., **Blissville, Ark.**

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, **Buffalo, N. Y.**

FAS, 2½, good wdths., 20% 14-16', 6 mos. dry, 12/4", good wdth., 30% 14-16', 6 mos. dry; **NO. 1 C.,** 12/4", good wdths., 6 mos. dry. BUFFALO HARDWOOD LBR. CO., Buffalo, N. Y.

NO. 1 C., 8/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. 5/4"; **NO. 2 C.** 4/4"; **NO. 1 C. & BTR.** 8/4 & 12/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR. 4/4", good wdths., 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

NO. 1 & 2 C., 4/4, 6/4. KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

FAS 4/4, 5/4 & 6/4"; **NO. 1 C.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. 3/4", good wdths., 14-16' dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark

NO. 1 C., ¼ & ⅜", reg. wdth. & lgth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

DOG BDS. 3/8-5/8"; **FAS** 4/4"; **STRIPS** 4/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

CLEAR STRIPS 4/4", 2-5½, and 4/4", 2-3½, reg. lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS, 4/4 & 1/2, 3/4; **NO. 1 C.,** 1/4, 3/8; **NO. 2 C.,** 4/4" & 1/4"; **CLEAR STRIPS** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 4/4", dry; **STRIPS** 1x5 & 5½, dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

CLEAR STRIPS 4/4", 2½-5½", 65% 14-16', 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 & 2, 4/4"-12/4", reg. wdth., std. lgth., 12-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

BRIDGE PLANK, mixed, 8/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 & 2, 4/4-16/4", reg. wdth., std. lgth., 12-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., **Pittsburgh, Pa.**

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 14 & 16', 8 mos. dry; FAS 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 50% 14 & 16', 8 mos. dry; SAP & SEL., 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; NO. 1 C., 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; NO. 2 C., 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

CRATING, cull, 4/4". SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 & 2, 5/8-12/4", reg. wdth., std. lgth., 12-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

FAS 5/4"; **NO 1 C. & BTR.** 6/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 10/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4/4 & 5/4"; **NO. 1 C.** 4/4-6/4"; **NO. 2 C.** 4/4-8/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

LOG RUN 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

SEL, 5/4, 6/4, 8/4", reg. wdth. & lgth.; **NO. 1 COM.,** 5/4 & 8/4"; **NO. 2 COM.,** 5/4 & 6/4", all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WILLOW

FAS 5/4 & 12/4" (5/4 all 12'); **NO. 1 C. & BTR.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

FLOORING—MAPLE

CLEAR 13/16x1½; 13/16x2¼, 1 1/16x2¼; **NO. 1** 13/16x1½; 1 1/16x2¼; **PRIME** 13/16x4; 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1, 3/8x1 1/2; 5/8x2¼; **CLEAR** 5/8x2, 5/8x2¼. T. WILCE CO., Chicago, Ill.

FLOORING

OAK

SEL. 5/8x1 1/2, 2" & 2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

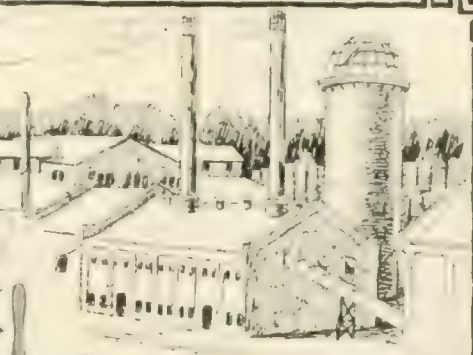
MAHOGANY

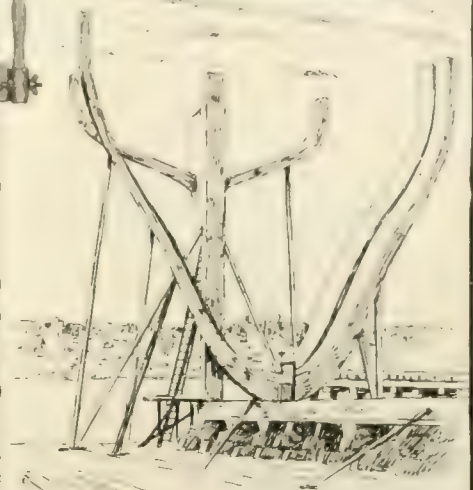
ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky

(Continued on page 54)





From the Forest to the Ship
Atkins Always Ahead!

Saws are the most needed tools of all. Not ordinary Saws, but Quality Saws that stand up under ceaseless war-time grind.

This is why ATKINS SILVER STEEL SAWS are closely identified with the great ship-building drive. The perfect ingredients of SILVER STEEL and exceptional workmanship make reliability certain in Atkins Saws.

Use them at once. Put war-punch to your production and reduce costs.

Perfect distribution enables us to offer the same superior Atkins Service as before. For catalog and prices, write or wire our nearest branch.

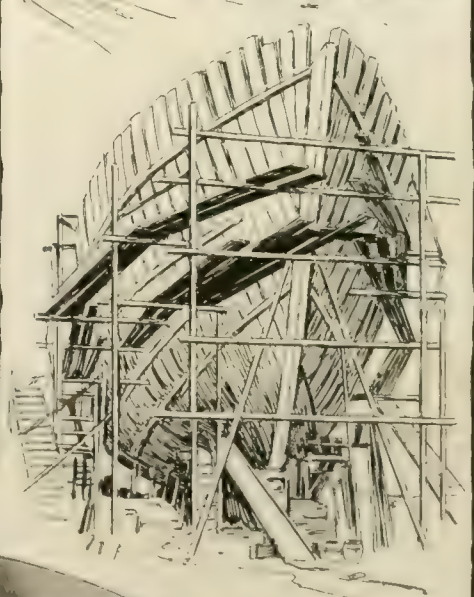
E. C. ATKINS & COMPANY, Inc.

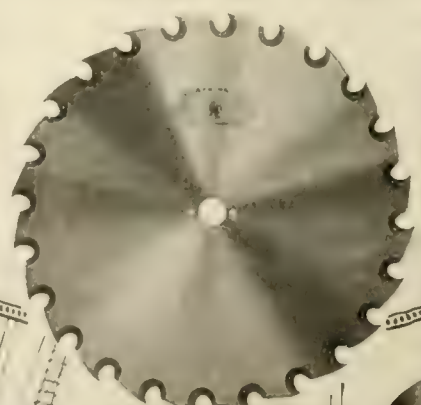
ESTABLISHED 1857
The Silver Steel Saw People

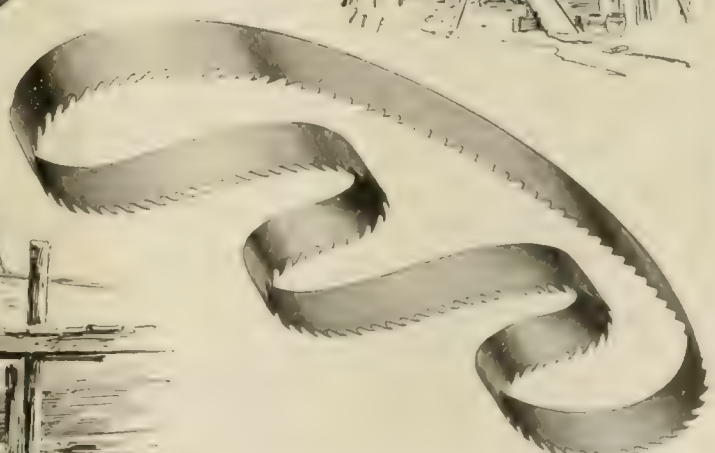
Home Office and Factory ..... **Indianapolis, Ind.**
Canadian Factory ..... **Hamilton, Ont.**
Machine Knife Factory ..... **Lancaster, N. Y.**

Branches carrying complete stocks in all large distributing centers, as follows:

Atlanta
Chicago
Memphis
Minneapolis
New Orleans
New York City
Portland, Ore.
San Francisco
Seattle
Vancouver, B. C.
Washington, D. C.
Sydney, N. S. W
Paris, France







(Continued from page 52)

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD., all thicknesses. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 18", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ALL thicknesses, sawed. HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes. Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Northwestern Cooperage and Lumber Co.

GLADSTONE, MICHIGAN

Western Office: 516 Lumber Exchange, Minneapolis, Minn.
Mills at Gladstone and Escanaba, Mich.
Chicago Office: 812 Monadnock Block

Manufacturers of the following

"PEERLESS" STANDARD BRAND PRODUCTS
Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

VON PLATEN LUMBER CO.

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch
60 M ft. of 10/4 No. 1 Com. & Btr. Birch

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan Michigan

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

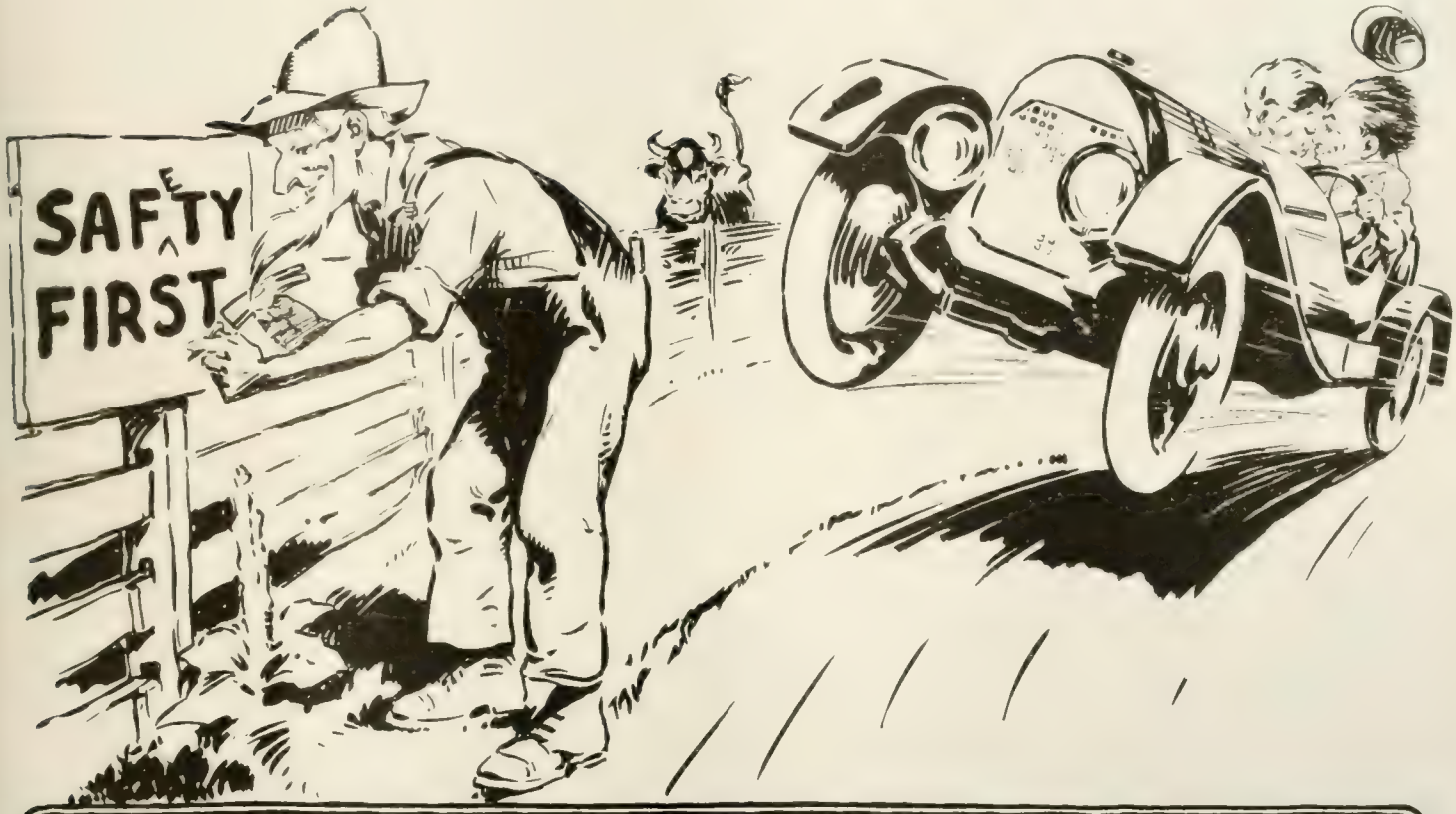
2,000,000 feet in all standard widths, grades and thicknesses, carried on hand at all times to supply your needs promptly.

Kerry & Hanson Flooring Co.

Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



I Think It's Coming—

at least don't turn your back on the probability of extreme shortage of hardwoods this year.

I hope you're planning for that condition, for isn't that just one more reason why you should buy now from our unbroken stock of **15,000,000** feet of Southern Hardwood? It's made right, and it's piled right, on one yard that's **built** right—level so that all piles dry exactly the same.

You know what you want! Very well, your order will be shipped exactly as you place it, for my company **MAKES** every foot of lumber sold (**25,000,000** feet a year) at the one big plant at Deering. Every log comes from its own solid boundary of timber, the best of upper St. Francis Basin growth. That means choice stock and absolute uniformity.

Not a board is picked out for either width or quality. It's shipped straight National grades containing the full product of the log.

This dope holds for the whole line—cottonwood, oak, gum, cypress, elm and maple.

Before the selection is broken, can I get you to talk over a trial order with my company? You will be treated right from the first day on—right lumber, right service and a follow-up clear through on delivery.

Sincerely yours,

WISCONSIN LUMBER CO.
CHICAGO
BAND MILLS - DEERING, MO.

WIS

P. S.—This month's "New Idea Stock List" just out—write for it!

STIMSON'S MILLS

Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber
and
Rotary Veneer

J. V. STIMSON, Huntingburg, Indiana

STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

GRAND RAPIDS
VAPOR DRY KILN
GRAND RAPIDS
MICHIGAN

GUARANTEES

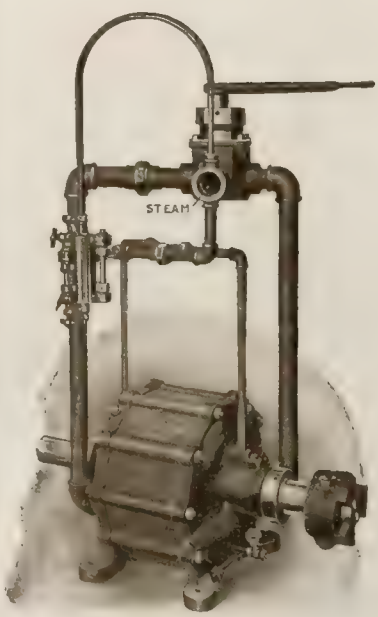
There is a difference in them — not alone in wording and salesmanship, but in intent, in actual service and in ability to perform.

The Grand Rapids Vapor Kiln guarantee is based on a scientific measurement; it is original and the result of our thirty years' experience in woodworking.

We know the difference between ordinary kiln operation and ordinary guarantees, and we know you do want dependable guarantees based on real service and tests.

Need we say more?

Grand Rapids Veneer Works
Grand Rapids, Mich. **Seattle, Washington**
Western Agents, Greeff Varnish Kilns



SOULE
Steam Feed

Designed for the sawmill by a millman.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS
MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS, LATHES, DOGS AND OTHER MILL EQUIPMENT

Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, MARCH 25, 1918

Subscription $2.
Single Copies, 15 Cents.

HELP

If you own any Walnut timber or know of anyone who has some suitable for making gun stocks to supply the boys who are going to Europe to fight for

UNCLE SAM

you will render a valuable service to the Government and your fellow Americans by telling us where the timber is located and how to reach the owner.

Walnut gun stocks are urgently needed to complete the necessary rifles for our army. The metal parts are being made on schedule but there is a serious shortage of stocks because the owners of Walnut timber are not offering it for their Country's use.

Our boys must have guns before they can go over and fight.

Tell us of any Walnut timber you know of and we will do the rest.

Let's all work together for the accomplishment of our one great purpose—

WIN THE WAR

Penrod Walnut & Veneer Co.
Kansas City, Missouri

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

The Anderson-Tully Company

MEMPHIS, TENN.

Manufacturers of Southern Hardwoods, Veneers and Panels

(See inside back cover this issue)

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED

Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

39M ft. 1 1/16x2" No. 1 Maple Flooring.
33M ft. 1 1/16x2" Clear Maple Flooring.
200M ft. 4/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Beech.
150M ft. 6/4 No. 3 Elm.
150M ft. 6/4 No. 2 Common & Better Elm.
10M ft. 8/4 No. 1 Common & Better Elm.
40M ft. 10/4 No. 1 Common & Better Elm.
40M ft. 4/4 No. 2 Common & Better Ash.
30M ft. 4/4 No. 3 Common Ash.

The Kneeland-Bigelow Company
Manufacturers of
Hardwood Lumber

BAY CITY MICHIGAN

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE
THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.
LOUISVILLE, KY.

OAK
155,000' 4/4 FAS. Qtd. W. Oak.
182,000' 4/4x8 & up strips Sap, no defect.
325,000' 4/4 No. 1 Com.
175,000' FAS, Plain
415,000' 4/4 No. 1 C. Plain
22,000' 3/8 No. 1 Com., Pl.
215,000' 4/4 FAS, Plain Red.
855,000' 4/4 No. 1 Com., Plain Red.
18,000' 1/2 No. 1 C. & Btr. Plain Red.
18,000' 5/8 FAS.

ELM
27,000' 5/4, log run.
350,000' 8/4, log run.
60,000' 10/4, log run.

MAPLE
15,000' 8/4, log run.
7,500' 4/4, log run.

HICKORY
310,000' 8/4, log run.

SYCAMORE
40,000' 4/4, log run.

TUPELO
39,000' 4/4, log run.

GUM
500,000' 4/4 FAS, sap
425,000' 4/4, No. 1 com.
450,000' 8/4, C. & B.
500,000' 4/4 FAS, Qtd. Red
225,000' No. 1 Com., Qtd. Red.
250,000' 8/4, FAS, Qtd. Red.
475,000' 8/4 No. 1 Com.
115,000' 4/4, FAS, Plain Red.
152,000' 4/4, No. 1 Com. Plain Red.

Write us for Quotations

Wood-Mosaic Co., Inc.
MAIN OFFICE: NEW ALBANY, INDIANA
Band Mills, New Albany, Ind., and Highland Park, Ky.

POPLAR
22,300' 5/8" FAS.
14,600' 3/4" FAS.
20,500' 5/8" Saps & Selects.
24,000' 4/4" Selects.
38,000' 4/4" No. 1 Com.
19,200' 5/4" No. 1 Com.
14,000' 6/4" No. 1 Com.
16,800' 4/4" Qtd. Poplar.

ASH
12,600' 4/4" FAS
28,300' 5/4" No. 1 C. & Btr.

PLAIN WHITE OAK
21,600' 4/4" No. 1 Com.
30,000' 8/4" No. 1 Com.
15,000' 12/4 No. 1 Com. & Btr. Dry.

PLAIN RED OAK
36,000' 4/4" No. 1 Com.
50,000' 5/4" No. 1 Com. bone dry.
90,000' 4/4" No. 2 Com.

HICKORY
16,800' 4/4" Com. & Btr.
10,000' 5/4" Com. & Btr.
25,000' 6/4" Com. & Btr.

MAPLE
38,200' 8/4" Com. & Btr.
10,000' 10/4" Com. & Btr.
15,000' 12/4" Com. & Btr.

CHESTNUT
16,700' 4/4" FAS.
12,800' 4/4" No. 1 Com.

BASSWOOD
28,600' 4/4" No. 2 C. & Btr.

QTD. RED OAK
81,600' 4/4" No. 1 Com. Dry.
10,400' 5/4" No. 1 Com. Dry.

QTD. WHITE OAK
110,000' 4/4" No. 2 Com. Dry.

Norman Lumber Company
Louisville, Ky.

FOR SALE

POPLAR

SAPS AND SELECTS	NO. 1 COM.
4-4 30,000 ft.	4-4 100,000 ft.
5-4 20,000 ft.	5-4 80,000 ft.
6-4 15,000 ft.	3-4 15,000 ft.
4-4 10 in. and up, 40,000 ft.	

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.
LOUISVILLE MILL

QTD. WHITE OAK
1 car 4/4 1s & 2s
6 cars 4/4 No. 1 Com.
3 cars 4/4 Clear strips, 2 to 5½", widths piled separately
2 cars 4/4 Com. strips, 2 to 3½ in.
1 car 4/4 Sap strips, 2 to 3½ in.
2 cars 5/4 No. 1 Com.
9,000' 6/4 1s & 2s, 10" & up

PLAIN RED OAK
2 cars 5/4 1s & 2s
1 car 10/4 1s & 2s
10,000' 4/4 selects
2 cars 4/4 No. 1 Com.
2 cars 5/4 No. 1 Com.
1 car 10/4 No. 1 Com.

POPLAR
40,000' 5/4 No. 1 Com.
24,000' 5/4 No. 2 Com.
19,000' 5/8 1s & 2s
35,000' 5/8 Sap & Selects, 6 to 11 in
22,000' 5/8 Sap & Selects, 12" & up.

Eastern Kentucky Mill

PLAIN OAK
5 cars 4/4 1s & 2s, W. Oak.
20 cars 4/4 No. 1 C., W. Oak.
3 cars 4/4 No. 2 C., W. Oak.
5 cars 5/4 No. 1 C., W. Oak.
1 car 4/4 1s & 2s, Red Oak.
2 cars 4/4 No. 1 C., Red Oak.

QTD. WHITE OAK
5 cars 4/4 1s & 2s
8 cars 4/4 No. 3 Com.
2 cars 4/4 C. & B., strips, 2 to 4"

POPLAR
1 car 4/4 No. 1 & Selects
1 car 4/4 clear saps.
1 car 8/4 No. 1 & Selects.

DIMENSION STOCK
Mahogany and Walnut

Aside from our production of lumber and veneers—

We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

A—Manufacturer of Hardwood Stock.
B—Manufacturer of Dry Stock.
C—Manufacturer of Factory Lumber.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Cromwell Character Quartered White Oak
Specials: 100 M ft. 4/4 No. 1 Com. Oak
CROMWELL HDWD. LUMBER CO. Manufacturer Montgomery, ALABAMA

Oak lumber in commercial quantities is produced in forty states and more than 10,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

*See page 5
Plain Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

*See page 5
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

*See page 5
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

Everyone KNOWS what OAK is: that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills can produce right out.

There are eight evergreen oaks in the United States, quite a few of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

*See page 5
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

*See page 5
We have to offer at present: 1 car 4/4 FAS Quartered White Oak; 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

*See page 5
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing of tradition is true is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

No wood is more susceptible to the fuming process than oak, and both red and white oak are suitable for this process.

*See page 5
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

*See page 5
W. P. Brown & Sons Lumber Co.
5 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving such as cathedral altars and artistic statues they almost invariably selected oak.

*See page 5
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

*See page 5
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Red Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels in which to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in sawing in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

*See page 5
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

2 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Strips FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

*See page 5
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

West Virginia leads all other states in the production of oak lumber and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
50 M ft. 4/4 Qtd. Red Oak Log-Run
40 M ft. 4/4 FAS Red Oak
[illegible] 4/4 No. 1 Common Red Oak
BELDNA YOUNG LUMBER CO.
Greenesburg, INDIANA

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree leaflet has a long, wavy margin and a short stem. Wavy-margined leaves are common in America and Europe and are of interest to botanists. It is the common oak of the east.

B—
[illegible] stock of White and Red Oak and [illegible] Quartered [illegible]
ALEXANDER BROTHERS,
Manufacturers Boyden, MISSISSIPPI

Factories in the United States are spending [illegible] to bring the oak supply [illegible] of the total annual production of lumber.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a valuable dye material in pioneer times, and it might be worth while to investigate it now, as these days of scarcity in the five market.

All stock cut from our Virgin Timber on modern [illegible]
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, LOUISIANA

*See page 5
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than two years for an oak based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Main Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

*See page 5
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Parr
Place, Ark. Write Arlington KENTUCKY

B—Kentucky Lumber Company
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

The Germans use some oak in their airplanes, but it is too heavy and brittle to give much service in that place.

*See page 5
[illegible] Feet of Oak Stocks in Log or 1 or 2" Sizes
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, ARKANSAS

The largest oak in the world measured that [illegible] at 4½ feet from the ground. Its trunk was [illegible] and was [illegible] high.

All kind grades of [illegible]—Quartered [illegible]
CILEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer ILLINOIS

Specials:
100,000 ft. 5/4 FAS Plain Red Oak
50,000 ft. 4/4 No. 1 Com. Plain Red Oak
500,000 ft. 5/4 FAS Qtd. Red Gum.
Climax Lumber Company, Ltd.
Manufacturer St. Landry, LOUISIANA

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equares, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

Thin 14 and 16 long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, KENTUCKY

The bow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form, when steamed, and holds that form after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Plain Oak Stock a Specialty
Manufacturer

The hardness of oak [illegible] as much as 50 [illegible] which are [illegible] among [illegible] and there is [illegible] difference [illegible] when their strength [illegible]

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad in Page Designated.

Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
[illegible] assured by [illegible] along Virgin St. Federal Basin. Timber largely [illegible]
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

[illegible] hard as ingrain while the strongest & weaker than second; the thousand & [illegible] grade [illegible] of a million of good quantities it would be hard to find a more [illegible]

We have a few cars of 4/4 No. 1 Com. Plain White Oak, 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

The sweetest of all the Oaks of the United States are believed to be Burnham Oak and the Pride and All [illegible] these two times could stand on a single acre and still leave considerable ground unoccupied.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Silverton, Oregon.
BAKER-MATTHEWS LBR. CO.
Chicago, Ill. Manufacturer MISSOURI

Why do your children like Oak best? For the same reason that fruit is—they know it is not easily scratched or marred. Think it over.

C— Special
1 car 6/4x10" Qtd. Red Oak Seat Stock
1 car 6/4x10" Qtd. White Oak Seat Stock
1 car 4/4x10" & Wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the [illegible] Mountains.

Several kinds of timber in different parts of the United States are known locally as "black oak," but that is not the proper name of any.

J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mills: Jonquil, Ark.

Tide flat oak is not so named because it is famous for some of these boats, but because for those who [illegible] it is a mine of information at high tides, and there they find it when the tide is low and the water [illegible].

A, B & C—
Carr Lumber Company, Inc.
Sawmills, Kilnmills
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

[illegible] & 8/4 Qtd. White [illegible]
[illegible] Dim. & Wdr. Plain Oak, 8/4 & wdr.
JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in Lumber TENNESSEE

The [illegible] wagons, [illegible] a century ago and sometimes used for [illegible] purposes, were made largely of oak and ash, and were found to be capable of a [illegible] of hard usage. [illegible] at Jonestown, Pa.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

[illegible] ALTON LUMBER CO.
Buckhannon WEST VIRGINIA

[illegible] Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

[illegible] Oak mixed with [illegible] as far as it is wrong to discriminate, but it would satisfy [illegible] purposes and [illegible] of the matter would be [illegible] whether the Gold Dollars Bucket [illegible] of white oak or of red oak.

We have for [illegible] large stock of 4/4 and 5/4 C & Bet. [illegible] from 4 to 8 in. in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

The finest piece of oak shaped by human hands is believed to be an oak [illegible] discovered a few years ago [illegible] in mud at the bottom of a river in England, and believed to be [illegible] years old.

For 25 years we have made oak and still specialize in that line best of American hardwoods. Our prices [illegible] the [illegible] are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

The white wood of the United States is as valuable for quarter sawing as white oak. Some of the red wood [illegible] are [illegible] oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak
BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, OHIO

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 9)
C. Crane & Co.
Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 56)
Nice stock of dry 4/4 5/4 & 6/4 Plain Red and White Oak on hand at Burdette. Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

The golden oak which grows in California is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION,
Raywood, W. VA.

Some trees retain their acorns for a year or a season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to eminent decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
[illegible] Sound, Soft Textured White & Red Oak [illegible] Quartered White
DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

(*See page 9)
The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All timber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Slat Flooring.
WEST VIRGINIA TIMBER CO.,
Charleston, W. VA.

A— [illegible] 4/4 No. 1 Com. Plain oak.
Specials in Dry [illegible] Widths & Lengths—
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting 40,000,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 9)
Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity 50,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many gards as does Oak?

Pardee & Curtin Lumber Company
Saw Mills—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls, W. VA.

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

[illegible] Soft Texture White Oak, Red Oak and [illegible] Wormy, sound, square edged White Oak [illegible]
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Oak was spoken of with affection in the Scriptures and will be held in esteem by our [illegible] and [illegible] generations hence.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

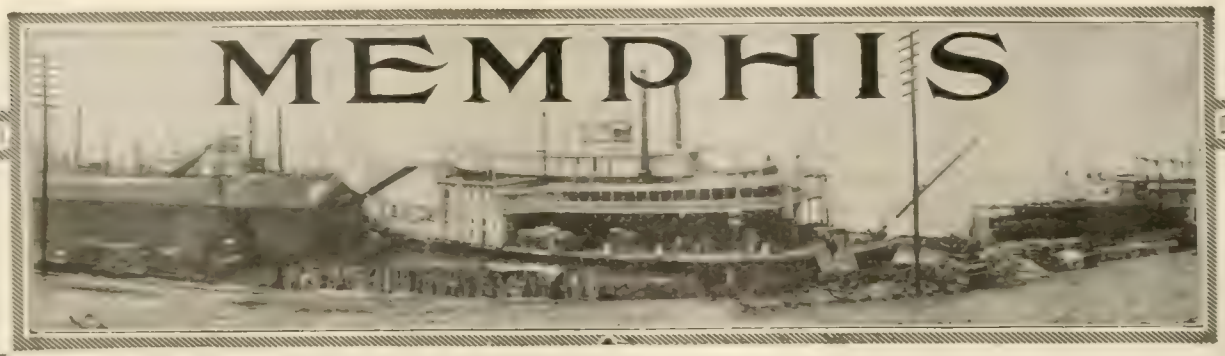
OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

Agricultural Implements

Statistics showing the manufacture of agricultural implements in the State of Illinois give a fair idea of the kinds of woods demanded by the industry as a whole. Considerably more than one-third of all the agricultural implements made in the United States are produced in Illinois, the total in that state amounting to 137,000,000 feet a year, and for the whole country 320,000,000. Illinois uses 23 principal woods in this industry, and sixteen of these grow in the Memphis region. It is not practicable to determine just what part of the country's total supply of this wood is furnished by the country contiguous to Memphis, but a conservative guess would place it at one-half.

That is a pretty substantial showing for one region. The supply includes both hardwoods and softwoods, and the country east, west, north and south of Memphis produces these. Oak and hickory are the most important of the hardwoods, but ash, cottonwood, and gum meet a large demand. The yellow pines and cypress rank highest among the softwoods in this industry. Some of the woods are sought because they are strong and tough, others because they are light and take a smooth finish. Both kinds are wanted in certain parts of implements, but little wood is taken at haphazard. It is chosen to meet some particular requirement, and when a wood satisfactory for a special place has been found, it is seldom replaced by a substitute.



PLAIN WHITE OAK
[illegible] 1/4" No. 1 Com.
[illegible] 1/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.

PLAIN RED OAK
[illegible] 4/4" FAS
[illegible] 4/4" FAS
[illegible] 4/4" FAS
[illegible] 4/4" FAS
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 2 Com.
[illegible] 5/4" Quartered
[illegible] 4/4" Quartered

ELM
[illegible] 5/4" No. 2 Com. & Btr
[illegible] 4/4" No. 2 Com. & Btr
[illegible] 4/4" FAS Tupelo
[illegible] 4/4" Tupelo Boxboards

PLAIN RED GUM
[illegible] 4/4" FAS

[illegible] 4/4" FAS
[illegible] 4/4" FAS
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.

QUARTERED RED GUM
[illegible] 4/4" FAS Figured
[illegible] 4/4" No. 1 Com., Figured
[illegible] 4/4" FAS
[illegible] 4/4" FAS
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.

SAP GUM
[illegible] 5/4" FAS
[illegible] 5/4" FAS
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
[illegible] 4/4" x 10-17" Gum Boxboards

Russe & Burgess, Inc.

For immediate shipment

QTD. WHITE OAK
[illegible] 4/4" FAS
[illegible] 4/4" No. 1 Com.

PLAIN WHITE OAK
30,000' 4/4" FAS
52,000' 4/4" No. 1 Com.
32,000' 4/4" No. 2 Com.

PLAIN RED OAK
20,000' 4/4" FAS
41,000' 4/4" FAS
175,000' 4/4" No. 1 Com.
161,000' 4/4" Sound Worms

PLAIN RED GUM
33,000' 4/4" No. 1 Com.
25,000' 4/4" No. 2 Com.

5,000' [illegible] FAS
9,000' 5/4" No. 1 Com.
45,000' [illegible] No. 1 Com.
22,000' [illegible] FAS
65,000' [illegible] No. 1 Com.
13,000' 6/4" No. 2 Com.
44,000' [illegible] No. 1 Com.

SAP GUM
200,000' 4/4" FAS
75,000' 4/4" Box Bds
108,000' [illegible] FAS
190,000' [illegible] No. 1 Com.
140,000' [illegible] No. 2 Com.
136,000' 6/4" FAS
[illegible] [illegible] No. 1 Com.

BELLGRADE LUMBER CO.

QUARTERED RED OAK
8,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".

QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".

PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".

PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".

TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".

SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/8".
50,000 ft. 1s & 2s 8/4".
60,000 ft. No. 1 C. 8/4".

100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".

PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".

QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".

QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS, 1"
[illegible] No. 1 C., 1"
[illegible] No. 2 C., 1"
80,000' FAS, 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"

PLAIN WHITE OAK
20,000' FAS, 1"
[illegible] No. 1 C., 1"
[illegible] No. 2 C., 1"
15,000' FAS, 5/4"
15,000' No. 2 C., 5/4"

QUARTERED WHITE OAK
[illegible] FAS, 1"
75,000' No. 1 C., 1"
[illegible] No. 2 C., 1"
12,000' FAS, 5/4"
15,000' No. 1 C., 5/4"

QUARTERED RED GUM
[illegible] No. 1 C. & B., 6/4", sap no defect

75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS, 2"
20,000' No. 1 C., 2"

PLAIN RED GUM
38,000' FAS, 1"
28,000' FAS, 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS, 6/4"
[illegible] No. 1 C., 6/4"
[illegible] FAS, 2"
[illegible] No. 1 C., 2"

SAP GUM
50,000' FAS, 1"
60,000' FAS, 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
[illegible] FAS, 6/4"
[illegible] No. 1 C., 6/4"

Coulson Lumber Co., Inc.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 8/4"

RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"

WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 6/4"

ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"

35,000' No. 2 Com. 5/4"

PLAIN RED OAK
50,000' No. 1 Com. 5/4"

PLAIN OAK
40,000' No. 1 C. & B. 16/4", green

COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 12"

CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

The following stock is dry and ready for immediate shipment:

QTD. WHITE OAK
[illegible] 4/4" 1s & 2s 4" to 8" wide
[illegible] 4/4" Select 1 Com. & Btr

PLAIN WHITE OAK
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" 1s & 2s
80,000' 6/4" No. 1 Com.
20,000' 6/4" No. 2 Com.
[illegible] 8/4" 1s & 2s

PLAIN RED OAK
32,000' 4/4" No. 1 Com.
8,000' 5/4" 1s & 2s
19,000' 5/4" No. 1 Com.
10,000' 5/4" No. 2 Com.

[illegible] 4/4" 1s & 2s
[illegible] 4/4" No. 1 Com.
30,000' 6/4" No. 1 Com.
[illegible] 8/4" No. 1 Com.

PLAIN OAK
40,000' 4/4" No. 2 Com.
[illegible] 4/4" No. 1 Com.
10,000' 5/4" No. 3 Com.

QTD. GUM
[illegible] 4/4" 1s & 2s, red
80,000' 8/4" 1s & 2s, red
175,000' 8/4" No. 1 Com.
32,000' 4/4" 1s & 2s, red
35,000' 4/4" No. 1 Com., red
[illegible] 4/4" 1s & 2s, sap
120,000' 8/4" No. 1 Com., sap

Little Rock Freight Rates: Cairo flat 10c, thereafter 1c. St. Louis flat 18c, thereafter 1c. Chicago 20½c. Louisville 20c. Cincinnati 18½c. Kansas City 19c. Mounds Freight Rates: Cairo 10c. Chicago 19½c. St. Louis 13c. Louisville 16c. Cincinnati 18½c. Kansas City 19c.

BROWN & HACKNEY, Inc.

PLAIN RED OAK
[illegible] 4/4" No. 1 Com.
[illegible] 4/4" No. 2 Com.
[illegible] 4/4" FAS
[illegible] 5/4" No. 1 Com.
[illegible] 4" No. 2 Com.
[illegible] 6/4" No. 1 Com.
40,000 6/4" No. 2 Com.
6,500 12/4" C. & B.

PLAIN WHITE OAK
[illegible] 4/4" FAS
[illegible] 4/4" No. 1 Com.
150,000 5/4" No. 1 Com.
25,000 5/4" No. 2 Com.
[illegible] 6/4" No. 1 Com.
14,000 6/4" No. 2 Com.
[illegible] 4/4" & B.
5,000 12/4" C. & B.
1,000 16/4" C. & B.

SAP GUM
[illegible] 4/4" FAS 12" & Up

[illegible] 4/4" FAS, 6" to 12"
[illegible] 4" FAS
[illegible] 8/4" FAS

SOFT ELM
200,000' 6/4" L. R.
100,000' 8/4" L. R.
100,000' 10/4" L. R.
60,000' 12/4" L. R.

SOFT MAPLE
38,000' 5/4" L. R.
57,000' [illegible] L. R.
57,000' 8/4" L. R.
30,000' 10/4" L. R.
30,000' 12/4" L. R.
30,000' 16/4" L. R.

PECAN
43,000' 8/4" L. R.
8,000' 10/4" L. R.

HACKBERRY
[illegible] 4/4" L. R.
[illegible] 4/4" L. R.

GEO. C. BROWN & CO.

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"

QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"

COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"

SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1¼", Rift Sawn No Defect
78,000' No. 1 Com. & Btr., 2", Rift sawn No Defect
45,000' No. 1 Com. & Btr., 3", Rift Sawn No Defect

QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 2"

QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"

ELM
47,000' L. R., 2"

OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"

GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

WHITE OAK
1" cars 4/4 to 12/4 FAS
1 car 4/4" 4/4 to FAS
4/4 No. 1
4/4 No. 1
4/4 No. 1
4/4 No. 1
4/4 No. 1
WHITE ASH SQUARES
Clear
Clear

Clear
Selected
SOFT ELM
& Btr.
& Btr.
SOFT MAPLE
& Btr. Disc.
& Btr. Disc.

Riel-Kadel Lumber Co.

Regular Widths and Lengths

QUARTERED WHITE OAK
4 cars Select 4/4"

QUARTERED RED OAK
1 car No. 1 Com. & Btr 4/4"

QUARTERED RED & WHITE OAK
7 cars No. 1 Com. & Btr 4/4", mixed
worming

PLAIN RED OAK
4 cars FAS 5/4"

HICKORY
4 cars Com. & Btr. 4/4"
Com. & Btr. 5/4"
Com. & Btr. 8/4"
2 cars Com. & Btr. 10/4"
Com. & Btr. 12/4"
5 cars Com. & Btr. 16/4"

ELM
5 cars Log Run 12/4"

Ferguson & Palmer Co.

Regular Widths and Lengths

BEECH
17,000' L. R., 8/4"

COTTONWOOD
20,000' FAS, 6/4"
125,000' Panel, 4/4", 18" & up wide

CYPRESS
50,000' Selects, 4/4"
24,000' Pecky, 8/4"

ELM
50,000' No. 1 C. & Btr., 6/4"
175,000' L. R., 12/4"

RED GUM
150,000' No. 1 Com., 4/4"
60,000' No. 1 Com., 5/4"

SAP GUM
50,000' FAS, 5/4"
Panel, 4/4", 18" & up wide

QTD. RED GUM
150,000' FAS, 8/4"
100,000' No. 1 C. & Btr., 4/4"

QTD. SAP GUM
80,000' No. 1 C. & Btr., 8/4"

SOFT MAPLE
L. R., 12/4"

QTD. WHITE OAK
FAS 4/4"
FAS, 5/4" & 6/4"
No. 1 Com. 4/4"

PLAIN WHITE OAK
FAS 4/4"
15,000' FAS, 8/4"
80,000' No. 1 C. & Btr., 8/4"

PLAIN RED OAK
75,000' FAS, 4/4"
100,000' FAS, 6/4"
35,000' No. 1 Com., 5/4"
100,000' No. 2 Com., 4/4"

SYCAMORE
55,000' FAS, 5/4"
17,000' No. 1 C. & Btr., 6/4"

WILLOW
15,000' FAS, 5/4", all 13'
100,000' No. 1 C. & Btr., 5/4"
FAS, 12/4"

ANDERSON-TULLY CO.

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 8/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
30,000 ft. 5/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
20,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

SAP GUM
100,000 ft. 6/4" No. 1 Com.

50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
18,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
65,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up. F. A. S.

Memphis Band Mill Co.

The following are in regular widths and lengths

9,000' Clear, 4/4", 2½ to 5½", 8 to 16', 12 mos. dry
9,000' FAS, 5/4", 14 mos. dry
5,000' FAS, 6/4", 8 mos. dry.

PLAIN RED OAK
40,000' FAS, 4/4", 12 mos. dry
35,000' No. 1 C., 4/4", 12 mos. dry
8,000' No. 1 C., 6/4", 4 mos. dry

PLAIN WHITE OAK
8,000' FAS, 5/4", 6 mos. dry
9,000' No. 1 C., 4/4", 2 mos. dry
4,000' No. 1 C., 6/4", 4 mos. dry

RED GUM
10,000' FAS, 4/4", 2 mos. dry
15,000' No. 1 C., 4/4", 2 mos. dry

SAP GUM
11,000' FAS, 8/4", 2 mos. dry
4,500' No. 1 C., 4/4", 1 mos. dry

PLAIN RED OAK
21,000' FAS, 6/4", green
42,000' No. 1 C., 5/4", green
12,000' FAS, 8/4", green
6,000' No. 1 C., 8/4", green
15,000' FAS, 3", green

PLAIN WHITE OAK
8,000' FAS, 8/4", green
22,000' No. 1 C., 8/4", green
2,000' No. 1 C., 5/4", green
9,500' FAS, 3", green
No. 1 C., green

F. T. DOOLEY LUMBER CO.

COMMERCIAL KILN DRYING.

We have dry-kiln capacity of 200,000 ft. per month and are prepared to handle a considerable volume of kiln-drying for you.

Rates and full information furnished on inquiry

JAMES E. STARK & CO., Inc.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

One-tenth of one per cent of direct business secured represents the cost to one advertiser of a year's advertising in HARDWOOD RECORD. This is possible because HARDWOOD RECORD'S woodworking circulation has buying power made up of numerical strength and individual quality. Draw your own conclusions.

Thoroughly Air Dried

QTD. WHITE OAK
11,000′ FAS, 1/2″, 10″ & up wide, 14 to 16′ long
48,000′ FAS, 3/4″, 8″ & up wide, 14 to 16′ long
18,900′ FAS, 5/8″, 6″ & up wide, 14 to 16′ long
25,000′ FAS, 3/4″, 6″ & up wide, 14 to 16′ long
98,000′ No. 1 Com., 1/4″, reg. wdth, 14 to 16′ long
185,000′ No. 1 Com., 3/8″, reg. wdth, 14 to 16′ long
12,700′ No. 1 Com., 4/4″, reg. wdth, 14 to 16′ long
42,200′ No. 2 Com., 3/8″, reg. wdth, 14 to 16′ long
145,000′ No. 2 Com., 3/4″, reg. wdth, 14 to 16′ long

PLAIN RED OAK
100,000′ No. 1 Com., 5/8″, reg. wdth, all 12′ long
100,000′ No. 2 Com., 5/8″, reg. wdth, all 12′ long

QTD. RED GUM
14,000′ Fig. Wd., No. 1 Com., 1″, reg. wdth, 14 to 18′ long
114,500′ Pl. Wd., 1s & 2s, 1″, reg. wdth, 14 to 18′ long
197,200′ Pl. Wd., No. 1 Com., 1″, reg. wdth, 14 to 18′ long

PLAIN RED GUM
16,500′ Fig. Wd., No. 1 Com., 1″, reg. wdth, 14 to 18′ long
50,000′ 1s & 2s, 1″, 13 to 16′ long
45,000′ 1s & 2s, 1″, 13 to 17″ wide, 13 to 16′ long
20,000′ 1s & 2s, 1″, 17″ & up wide, 13 to 16′ long
477,000′ No. 1 Com., 1″, reg. wdth, 13 to 16′ long

R. J. DARNELL, Inc.

QUARTERED WHITE OAK
12,000′ FAS, ⅜″
12,000′ FAS, 1″
17,000′ No. 1 Com., ⅜″
25,000′ No. 1 Com., 1″
48,000′ Clr. Strips, S. N. D., 1x2½ to 3½″
9,000′ Clr. Strips, S. N. D., 1x4 & 4½″

QUARTERED RED OAK
22,000′ FAS, 1″

PLAIN RED OAK
59,000′ FAS, 1″
24,000′ FAS, 1¼″
60,000′ No. 1 Com., 1″
12,000′ No. 1 Com., 1¼″
70,000′ No. 3 Com., -″

ELM
50,000′ Log Run, 1″
63,000′ Log Run, 2″
15,000′ Log Run, 3″
85,000′ Log Run, 4″
25,000′ No. 3 Com., 1″

QUARTERED BLACK GUM
60,000′ No. 1 Com. & Bet., 1″

PLAIN BLACK GUM
20,000′ Log Run, 1″

MAPLE
100,000′ Log Run, 4″

QUARTERED RED GUM
74,000′ FAS, 1″
38,000′ No. 1 Com., 1″

PLAIN RED GUM
15,000′ FAS, 1″
35,000′ No. 1 Com., 1″
13,000′ No. 1 Com., 1¼″

PLAIN SAP GUM
15,000′ FAS, 1″
20,000′ FAS, 1¼″
36,000′ No. 1 Com., 1¼″

CYPRESS
150,000′ Shop, 1″
72,000′ Shop, 1¼″
85,000′ Shop, 1½″
80,000′ Shop, 2″
80,000′ Pecky, 1″

Stimson Veneer & Lbr. Co.

Send in your order now for

SAP GUM
16,000′ 5/8″ No. 1 Com. & Btr.
18,000′ 4/4″ 1s & 2s.
28,000′ 4/4″ No. 1 Com.
45,000′ 4/4″ No. 2 Com.
14,000′ 4/4″ No. 3 Com.
53,500′ 5/4″ 12″ & up, 1s & 2s
244,000′ 5/4″ Com. & Btr.
29,000′ 5/4″ No. 2 Com.
10,000′ 4/4″, 9 to 12 Box Boards
6,500′ 4/4″, 18″ & up, Panel

RED GUM
25,000′ 4/4″ 1s & 2s, Plain
38,000′ 4/4″ No. 1 Com., Plain
23,000′ 4/4″ 1s & 2s, Qtd.
112,000′ 4/4″ No. 1 Com. Qtd.
53,000′ 4/4″ 1s & 2s, Qtd. Fig.
25,000′ 4/4″ No. 1 Com. Qtd. Fig.
22,000′ 5/4″ 1s & 2s, Plain
84,000′ 5/4″ No. 1 Com., Plain
22,500′ 5/4″ 1s & 2s, Qtd.
85,000′ 5/4″ 1s & 2s, Plain.
500′ 6/4″ 1s & 2s, Plain
4,600′ 6/4″ No. 1 Com., Plain
47,600′ 6/4″ 1s & 2s, Qtd.
41,500′ 6/4″ No. 1 Com. Qtd.
29,700′ 8/4″ Qtd., sap no defect
14,100′ 8/4″ 1s & 2s, Plain
21,300′ 8/4″ No. 1 Com., Plain
201,000′ 8/4″ 1s & 2s, Qtd.
104,000′ 8/4″ No. 1 Com., Qtd.
33,000′ 12/4″ Qtd.

OAK
35,000′ 4/4″ 1s & 2s, Plain Red
50,000′ 4/4″ Com. & Btr., Sound Wormy
36,000′ 5/4″ 1s & 2s, Plain Red
35,000′ 6/4″ Step Plank
12,000′ 5/4″ No. 1 Com. Plain Red

The Mossman Lumber Co.

For Immediate Shipment

QTD. RED GUM
4/4″ Com. & Btr.
5/4″ Com. & Btr.
6/4″ Com. & Btr.
8/4″ Com. & Btr.
10/4″ Com. & Btr.
12/4″ Com. & Btr.

QTD. UNSELECTED GUM
8/4″ Com. & Btr.
10/4″ Com. & Btr.
12/4″ Com. & Btr.

PLAIN RED GUM
4/4″ Com. & Btr.
5/4″ Com. & Btr.
6/4″ Com. & Btr.
8/4″ Com. & Btr.

PLAIN SAP GUM
4/4″ No. 1 Com.
5/4″ No. 1 Com.
6/4″ No. 1 Com.
4/4″ No. 2 Com.
5/4″ No. 2 Com.
6/4″ No. 2 Com.
8/4″ No. 2 Com.

QTD. WHITE OAK
4/4″ FAS, 8″ & up wide

QTD. RED OAK
4/4″ Com. & Btr.
6/4″ Com. & Btr.

ELM
4/4″ Log Run
6/4″ Log Run
8/4″ Log Run
12/4″ Log Run

ASH
5/4″ No. 1 Com.
6/4″ No. 1 Com.
8/4″ Com. & Btr.

QTD. BLACK GUM
4/4″ Com. & Btr.
5/4″ Com. & Btr.
6/4″ Com. & Btr.
8/4′ Com. & Btr.

The Kraetzer-Cured Lumber Co.

SAP GUM
100,000′ 5/8″ No. 1 C. & Btr.
15,000′ 4/4″ Box Bds., 13-17″
175,000′ 4/4″ FAS, 6-12″
50,000′ 4/4″ FAS, 13-17″
125,000′ 5/4″ FAS.
40,000′ 6/4″ FAS.
225,000′ 4/4″ No. 1 C.
200,000′ 5/4″ No. 1 C.
80,000′ 6/4″ No. 1 C.

PLAIN RED GUM
12,000′ 3/8″ FAS.
45,000′ 4/4″ FAS.
15,000′ 4/4″ No. 1 C.
22,000′ 4/4″ No. 2 C.
100,000′ 5/4″ No. 1 C. & Btr.
45,000′ 6/4″ No. 1 C. & Btr.
30,000′ 8/4″ No. 1 C. & Btr.

QUARTERED RED GUM
45,000′ 8/4″ No. 1 C. & Btr.
45,000′ 4/4″ No. 1 C.

PLAIN WHITE OAK
45,000′ 4/4″ FAS.
30,000′ 4/4″ No. 1 C.
50,000′ 8/4″ No. 1 C. & Btr.

PLAIN RED OAK
75,000′ 4/4″ FAS.
45,000′ 4/4″ No. 1 C.

ASH
30,000′ 5/4″ No. 1 C. & Btr.
30,000′ 5/4″ No. 3 C.

MISCELLANEOUS
30,000′ 6/4″ Log Run Pecan.
40,000′ 12/4″ Log Run Maple.
30,000′ 4/4″ Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

PLAIN RED OAK
135,277′ 5/4″ FAS
45,750′ 6/4″ FAS
71,465′ 8/4″ FAS
12,682′ 10/4″ Com. & Btr.
198,740′ 12/4″ Com. & Btr.
232,217′ 5/4″ No. 1 Com.
187,240′ 6/4″ No. 1 Com.
6,170′ 8/4″ No. 1 Com.

PLAIN WHITE OAK
43,215′ 6/4″ FAS
62,690′ 8/4″ FAS
9,768′ 10/4″ Com. & Btr.
101,317′ 12/4″ Com. & Btr.
21,654′ 5/4″ No. 1 Com.
162,884′ 6/4″ No. 1 Com.
84,550′ 8/4″ No. 1 Com.

QUARTERED WHITE OAK
51,324′ 4/4″, 6″ to 8″ FAS
48,289′ 5/4″ Reg. FAS
75,219′ 6/4″ Reg. FAS
19,790′ 8/4″ Reg. FAS
18,664′ 4/4″ No. 1 Com.
16,265′ 5/4″ No. 1 Com.
146,260′ 6/4″ No. 1 Com.
11,156′ 8/4″ No. 1 Com.

PLAIN RED GUM
112,254′ 5/4″ FAS
153,587′ 6/4″ FAS
243,877′ 5/4″ No. 1 Com.
268,784′ 6/4″ No. 1 Com.

QUARTERED RED GUM
117,850′ 6/4″ FAS
132,440′ 8/4″ FAS
191,540′ 6/4″ No. 1 Com.
116,480′ 8/4″ No. 1 Com.

PLAIN SAP GUM
546,225′ 5/4″ Com. & Btr.
115,466′ 6/4″ Com. & Btr.
64,144′ 3/4″ No. 1 Com.

QUARTERED SAP GUM
245,280′ 8/4″ Com. & Btr.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

Regular lengths and widths

QUARTERED WHITE OAK
No. 2 Com. & Bet., 4/4, 8 mos. dry.

PLAIN WHITE OAK
No. 1 Com. 4/4, 8 mos. dry.

PLAIN RED OAK
No 1 Com. 4/4, 8 mos. dry.

Crenshaw-Gary Lumber Co.

WHITE ASH—DRY
22,000′ FAS 1″, 6 to 10″ wide, 8 to 16′ long
52,000′ FAS 1¼″, 6 to 10″ wide, 8 to 16′ long
28,500′ FAS 1½″, 6 to 10″ wide, 8 to 16′ long
65,000′ FAS 2″, 6″ & up wide, 8 to 16′ long
10,000′ FAS 2″, 6″ & up wide, 18 to 120′ long
31,000″ FAS 2½″, 6″ & up wide, 8 to 16′ long
8,500′ FAS 2½″, 8″ & up wide, 8 to 16′ long
56,000′ FAS 3″, 6″ & up wide, 8 to 16′ long
47,000′ FAS 3″, 12″ & up wide, 8 to 16′ long
36,000′ FAS 4″, 6″ & up wide, 8 to 16′ long
35,800′ FAS 4″, 12″ & up wide, 8 to 16′ long

NO. 1 COMMON
158,000′ 1″, reg. width & length
143,000′ 1¼″, reg. width & length
83,600′ 1½″, reg. width & length
12,000′ 1½″, 10″ and up, reg. length
353,000′ 2″, reg. width & length
42,000′ 2½″, reg. width & length
30,700′ 3″, reg. width & length
20,000′ 4″, reg. width & length

STRIPS
16,500′ 4/4″, 2½ to 5½″ wide, reg. length
14,500′ 8/4″, 2½ to 5½″ wide, reg. length

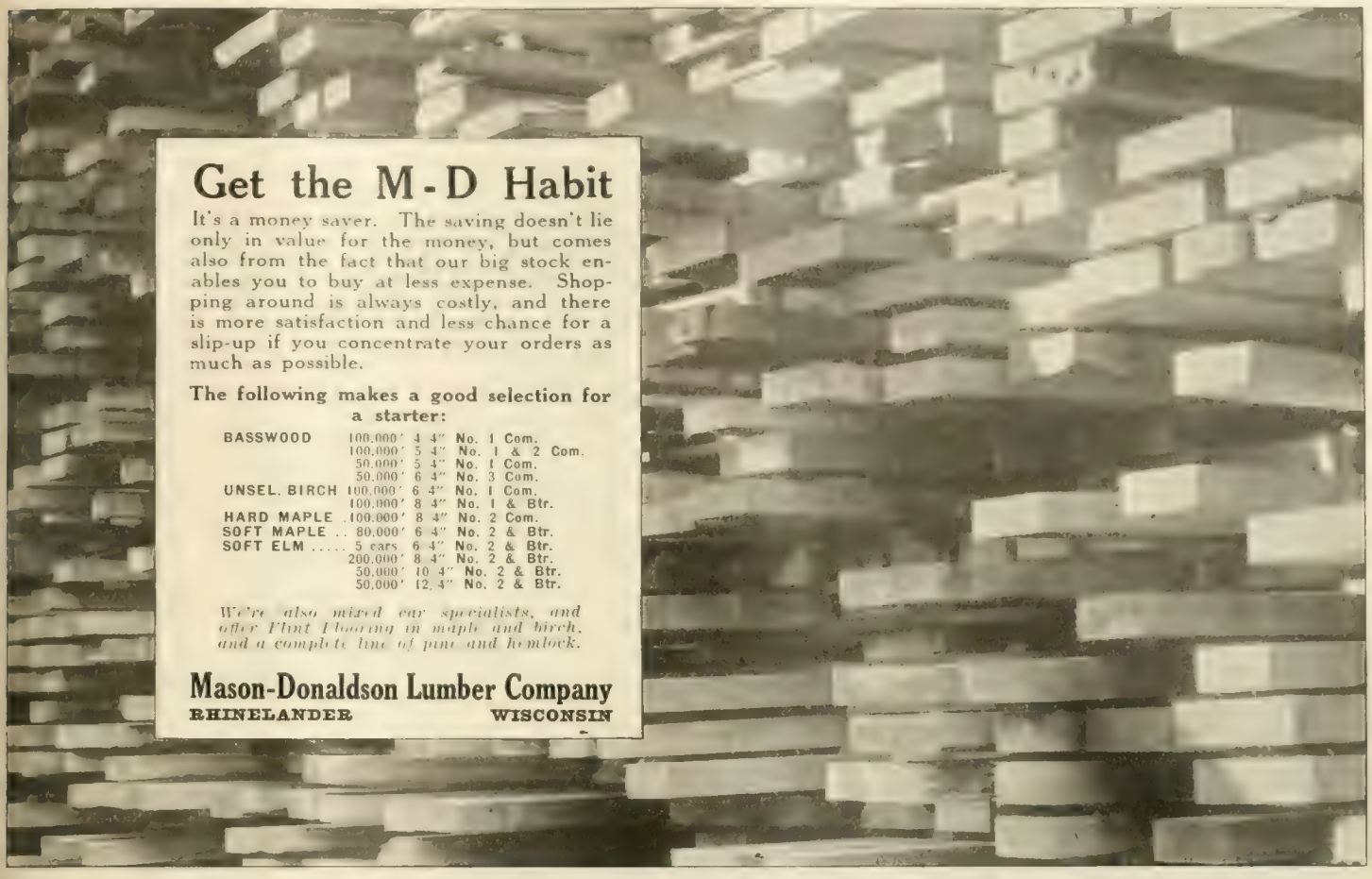
SHORTS
79,000′ 1 to 2″, 2½ to 5½″ wide, 4′ & up long

1S AND 2S
15,400′ 1″, 6 to 7″ wide, reg. length
27,800′ 1¼″, 6″ & up wide, 60% 8 to 10′ long

NO. 2. COM.
28,800′ 1 to 4″, reg. width & length

DUDLEY LUMBER CO., Inc.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Get the M-D Habit

It's a money saver. The saving doesn't lie only in value for the money, but comes also from the fact that our big stock enables you to buy at less expense. Shopping around is always costly, and there is more satisfaction and less chance for a slip-up if you concentrate your orders as much as possible.

The following makes a good selection for a starter:

BASSWOOD	100,000'	4 4"	No. 1 Com.
	100,000'	5 4"	No. 1 & 2 Com.
	50,000'	5 4"	No. 1 Com.
	50,000'	6 4"	No. 3 Com.
UNSEL. BIRCH	100,000'	6 4"	No. 1 Com.
	100,000'	8 4"	No. 1 & Btr.
HARD MAPLE	100,000'	8 4"	No. 2 Com.
SOFT MAPLE	80,000'	6 4"	No. 2 & Btr.
SOFT ELM	5 cars	6 4"	No. 2 & Btr.
	200,000'	8 4"	No. 2 & Btr.
	50,000'	10 4"	No. 2 & Btr.
	50,000'	12 4"	No. 2 & Btr.

We're also mixed car specialists, and offer Flint Flooring in maple and birch, and a complete line of pine and hemlock.

Mason-Donaldson Lumber Company
RHINELANDER WISCONSIN

Double Band Mill For Sale
Including:

Carriages
Niggars
Loaders
Trimmer
Edgers
Resaws
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REED CITY, MICHIGAN

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Manufacturers of
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IN ALL WOODS
WHOLESALE HARD WOOD LUMBER

Lincoln, Nebr.,
May 28, 1917

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The select oak was graded as high as most manufacturers' clear oak flooring. One of the contractors to whom we sold flooring for 4 houses states that your flooring is so evenly matched that it will save about $5.00 worth of labor on every thousand feet, compared with some other brands he had been using.

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R. A. Long Building KANSAS CITY, MO.

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Wm. B. Mershon & Co., Saginaw, Mich.

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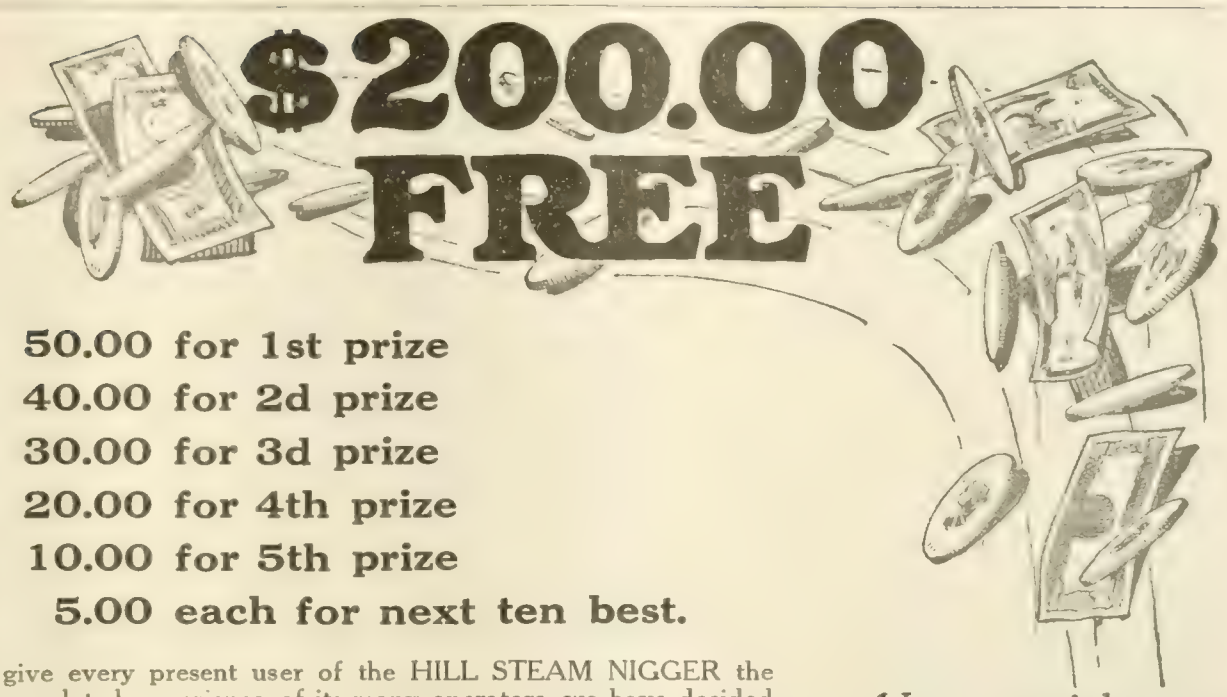
HARDWOOD RECORD, CHICAGO, ILL.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



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Desiring to give every present user of the HILL STEAM NIGGER the benefit of the accumulated experience of its many operators, we have decided to pay the prizes above mentioned for the best articles submitted in writing, stating: (a) how you secure the best results in its use; (b) the methods and practices you employ in keeping the HILL NIGGER at its highest operating efficiency; (c) how you insure its long life and hold repair expense at a minimum.

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(Contest closes June 1, 1918)

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A Chance to Help Your Local Branch of the Red Cross

We will gladly receive letters from men connected with the Saw Mill Industry, bearing, in a general way, on HILL NIGGERS. For instance, a case of extraordinary long life of a particular HILL Nigger, the conditions under which the HILL Nigger is operated, or reasons why the HILL is the favorite Nigger; or suggestions as to improvements, or criticisms as to how to improve parts of the oscillating and stationary types, solid forged steel saw bar, etc., etc., and will pay to your RED CROSS Branch $1.00 for each letter accepted.

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We have a large and complete stock of thoroughly dry, well manufactured Southern Hardwoods in all grades and thicknesses, and are in position to make immediate shipment of straight or mixed cars.

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QUALITY, SERVICE, and COURTEOUS TREATMENT

Wire or Write Us for Prices

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CHICAGO, ILL.

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Beaumont Lumber Co.

BEAUMONT, TEXAS

Hardwood Record

[illegible]

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the [illegible] and [illegible] of each Month, by

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Hu Maxwell, Technical Editor

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537 So. Dearborn Street, CHICAGO
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Review and Outlook

General Market Conditions

DISCOURAGING WORD COMES FROM THE SOUTH as to manufacturing conditions. [illegible]

[illegible]

tion to a quicker realization of the war conditions than inter- [illegible]

Another Point About Costs

COMMENTING ON THE INTERVIEW [illegible]

[illegible]

Studying Scientific Lumbering

A DEPARTMENT FOR THE STUDY OF SCIENTIFIC LUMBERING [illegible]

[illegible]

failures and attempts to point out the causes for one or the reasons for the other. Anything of that kind will help a good cause.

There are some thousands of practical lumbermen in this country who make it their daily business to study some part of the lumber industry. They are little concerned with theory, and they come directly to the point and search for ways to cut more lumber, cut it better, produce it more cheaply, sell it for more, and better meet the requirements of the users. They are making progress along all of those lines, and the lumber business as a whole is becoming more efficient.

A laboratory study, it may be assumed, will concern itself more with collecting and tabulating results worked out by others than with tackling original problems which no lumberman has ever seen or tackled. It may not be easy to discover any new problems in fields where others have been working for generations, but new solutions of old problems are possible.

Two master propositions confront all lumbermen. One is to make lumber without making so much waste; the other is, to dry lumber without so much cost in time and money. The man who can discover something practical in either of these fields will be a benefactor of lumbermen and of the lumber business. Thousands of workers and planners are edging in on both of these propositions all the while, and a little progress is noted from time to time. Sometimes one man, if he happens to be an Isaac Newton or an Edison, can go farther at one bound than thousands of others, traveling in the same direction, have been able to go in years.

No General Flood Yet

IT BEGINS TO LOOK as though the lower Mississippi valley may escape the customary spring flood. The snow went so gradually that no large rivers experienced high stages of water. There was some damage in the Ohio river, due principally to ice. It is not probable that rains alone can put the lower Mississippi above the danger line this spring. Floods seldom occur there unless rain combines with melting snow, and not much more snow is to be looked for during the spring, although rain in usual amounts is to be expected.

It is a matter of congratulation that the largest accumulation of snow which the upper Mississippi valley has known in years should pass away with so little flood damage. Three weeks of mild thawing weather, with little rain, did it. For a time the danger of disastrous floods was so apparent that there was reason for extreme uneasiness among lumbermen and mill owners from Cairo downward. Memories of inundated regions where all logging operations were forced to cease, are yet fresh in memory, and it is fortunate that such misfortune has missed this year. This good luck should bear results in better business; for not only has the escape from high water enabled camps and mills to go on with cutting logs and sawing lumber, but the railroads have been spared the usual visitation of loss of time and equipment on account of floods, and in consequence, transportation should be better.

Accumulating Need for Lumber

EVEN THE CASUAL OBSERVER must have noticed that few houses are being built these days and that ordinary repairs of buildings, fences, and other structures are being held down to the lowest possible level. The tendency is to put off such work where it can be postponed. The cost of material is pretty high and the price of labor is higher, and under these circumstances the owners of property are disposed to put off improvements until a more convenient season.

These conditions have cut down the sales of lumber. Many persons who need it are waiting for a better labor supply. Everybody is hearing sermons and lectures on the necessity of the strictest economy in order that the government may have all the assistance possible in carrying on the war. Those who need buildings or have planned repairs are waiting for the end of the war. The end is not in sight yet, but it will come; and after peace has been established, it may be expected that demand for lumber will greatly increase. Demands which have been accumulating since the war called a halt on building, will be brought forward, and lumbermen must meet them. So far as can be foreseen, the call for lumber will surpass anything like it in our past history. Repairs which have waited two or three years will be put off no longer, and building plans that have been held back during a similar period will be put forward for action. It may be expected that the increased demand will clean out the accumulated stocks in lumber yards in short order. There is always some uncertainty when plans are based on what is to happen in the future; but so far as can be foreseen, the end of the war will bring a period of activity for lumbermen.

Don't Carry a Chip

THE STUPENDOUS JOB of creating America's war machine has, according to what shows on the surface, been carried forward with a record for absence of graft or scandal of other kinds, that can well give us cause for pride in the spirit of our nation. That such an undertaking carried through as an over-night project could be consummated without more lost motion, or waste or misdirection of money, is a tribute to the cause.

Inasmuch as the country had not even the organization to make the plans for the work, the first task was, of course, to select and appoint such men as would logically fit. With some notable exceptions the selections have been wise but of necessity the call for service has gone to men who in ordinary life would have interests and training far apart. These men have had to be assimilated by the whole system. So it necessarily follows that in their contact with the manufacturing interests they frequently meet points of view with which they are not familiar and which sometimes do not seem, when taken at their face value, to be exactly right though in the practical analysis are easily provable as sound. For instance, there is the case of yellow pine ship timbers. Investigators from the Shipping Board at Washington "revealed" great numbers of big trees from which fine ship timbers could be made. So the Washington people let the impression get out that the yellow pine men were not living up to their obligation to the nation in the ship crisis. As a matter of fact the investigators entirely overlooked the facts that many of these big trees were cypress and not pine; that most of them were on tracts where no sawmills existed; that it would require considerable extra time and equipment to get at these far-off trees. So it was finally shown that the yellow piner's recommendations were practical and strictly in accord with the best means of practically helping the ship program. However, had either side entered the negotiations with a chip on its shoulder the building schedule would have been held up seriously.

Of course it might not be wise to be over optimistic but it is safe to assume that about everybody involved in the war work either in administering the use of materials furnished or in furnishing them is more than anxious to do the best he possibly can for the nation. Granting that, it behooves every man taking a part in the building of our war machine, whether he sells raw material, buys raw material, sells equipment or buys equipment whether he is with a private firm or a government department, to bear in mind that each man he comes in contact with is actuated by the same motives as he. If each man will come to realize that the man or firm or department he is dealing with has in mind just as he, that the first consideration is maximum service to the country there will be a minimum of waste in time and money. This is no time to carry a chip on your shoulder when dealing with a man in war work just because, though his being thrown by the necessities of the times into new fields of activity, he is not familiar with all the practical problems of your pet business. There are not many chips in evidence but there are a few and they should be eliminated.

We will probably some day come to the point of automatic grinders for all manner of saws, even down to the hand saw, for the progress in grinding wheels and machines is leading toward that point at a very lively rate right now.

Manufacture of Wooden Products

The census of vehicle manufacture in the United States during the year 1914 has been compiled and published by the government. The figures do not include automobiles.

The information should prove timely on account of the extraordinary demand for wagons for war purposes and the difficulty that seems to develop in meeting the demand for more than a quarter of a million of them. The statistics shown below represent peace times, and doubtless they would need to be completely revised before they would apply to present conditions.

During 1914 the total output of vehicles was 1,177,415. It is assumed that all of these were for horses. Five years before that, the total was 1,584,571, from which it is seen that the decrease in number from 1909 to 1914 amounted to more than 25 per cent.

By classifying the vehicles manufactured in 1914 it is found that there were 550,401 carriages, 572,409 wagons, 1,284 public conveyances, and 53,321 sleds and sleighs, and the total number of establishments making vehicles was 5,286. The decrease in the number of establishments from 1909 to 1914 was 327. The value of the output in the latter year was $136,039,612, and in 1909 it was $164,420,558, a decline in five years of more than seventeen per cent in value.

Three states, Arizona, Idaho and Nevada, did not report the manufacture of vehicles of any description in 1914, while the leading states in such manufacture were, in the order named, Illinois, Wisconsin, Indiana, and Pennsylvania. These states manufactured 58 per cent of all the horse vehicles made in the country.

The census gives no data concerning the kinds and amounts of wood consumed in the manufacture of vehicles, but the cost of materials of all kinds is placed at $65,718,795 in 1914; $81,951,288 in 1909; $77,527,911 in 1904; and $66,711,919 in 1899. It appears that less material was used in 1914 than in 1899.

The height of development of the carriage and wagon industry was attained in 1904, and since then there has been a steady decline. It decreased 11.2 per cent in number and 6.1 per cent in value from 1904 to 1909 and 25.9 per cent in number and 23.4 per cent in value from 1909 to 1914. Family and pleasure carriages decreased in output 42.6 per cent during the decade and 11.6 per cent during the five-year period 1904-1909 and 35 per cent from 1909 to 1914. The number of wagons manufactured has decreased steadily from census to census, the loss for the decade being 17.1 per cent, while the output of public conveyances decreased 55 per cent and sleighs and sleds, 59.2 per cent during the same period.

The Forest Service has published Bulletin 605, "Lumber Used in the Manufacture of Wooden Products," by J. C. Nellis. It is the final version of the investigations of wood-using industries by states that was commenced seven years ago. Preliminary figures were published by the government four years ago, and HARDWOOD RECORD gave a summary of the statistics at that time; therefore, the present bulletin does not deal with a new subject, but the old statistics have been revised and have been corrected in a number of particulars.

Fifty-three industries which work in wood are separately listed, and the kinds of wood used by each are given, together with the quantity of each wood. The total consumption of wood in the United States yearly by the fifty-three industries is stated to be 24,576,556,564 feet. This is approximately sixty per cent of the annual lumber production of 40,000,000,000 feet. It thus appears that about three-fifths of the lumber sawed in the country goes to factories to be further manufactured, while two-fifths is used in its rough form.

Sixty-five kinds of woods are used in quantities ranging from a yearly total of 8,610,685,624 feet for yellow pine, down to 28,189 feet for Turkish boxwood, the yellow pine being highest in quantity and boxwood lowest. As the term yellow pine is used in this bulletin, it means southern yellow pine only, and does not include western yellow pine.

The wood which stands second largest in use is white pine; but that means eastern white pine and the western, but not the sugar pine of California, though it is also a white pine that contributes more than 50,000,000 feet a year to the lumber supply.

All of the oaks are included under a single head, and the factories get 1,983,584,491 feet of it a year. The maples are grouped in the same way, and likewise the spruces and hickories, and several other woods.

If the different groups of woods, which have been treated as one, had been separated into species, as white oak, red oak, chestnut oak, cow oak, etc., the total number found to be in use in the United States would probably exceed two hundred.

The bulletin does not give the use of woods by states but by industries only.

How to Cut Hickory

A hand book could be written on the subject of how to cut hickory—that is what to make it into and to what uses certain sizes can best be turned. A RECORD correspondent was reminded of this recently when the operator of a portable mill inquired where he might sell some hickory lumber. When asked why he did not reduce his hickory to specific dimensions so as to put it in shape to be more valuable as well as more easily marketable, he replied that he had tried that but had not been able to get the thing to work out right. Some smaller dimensions, which he thought might be worked into axles, were wanted in different lengths but he had become confused with it all and figured the simplest plan for him was to reduce his hickory logs to flitches and planks, and market them in that form.

Hickory as a rule is either made to specific dimensions or is reworked to these dimensions at the consuming point. It is not a wood which is utilized in the form of standard lumber sizes, but is put to specific uses calling for a wide variety of dimensions.

Moreover somewhere along the line the hickory must be reduced to the specified dimensions. That is fortunate in a way, but it makes a problem and gives occasion for the need of a book on the subject of hickory. It is fortunate that we have many varying needs for hickory, for we have many varying lengths in the timber and it is only by confining many lengths and sizes that we can get a fair percentage of utilization and reduce the waste.

The trouble with the average man who has a little hickory to get out is that he knows of only a few sizes and shapes in which he can sell hickory. Furthermore if he did know of more shapes and sizes in which it can be utilized, he would not know where to market them. Taking it altogether here seems to be a splendid opportunity for hickory consumers to get out a hand book on hickory, giving an outline of the purposes or uses to which it may be put, and a list of dimensions for various uses, together with some suggestions of the comparative quantity required and possible markets for the different sizes.

The Forest Service occasionally gives a review of the hickory products and the possible percentage entering different branches, but they are necessarily briefs and while they give a general idea, they are not specific nor do they go into detail enough to satisfy the needs. What is needed is a complete hand book on hickory to the end that we may utilize to the best advantage the supply of the country. Hickory is one of the most valuable woods and is so scarce that practical steps should be taken to conserve it, to prevent waste and to realize the full measure of value from its products.

As compared to hand work, the mortising machine is one of the greatest labor-savers that has been invented. Also, it has done its share to make elaborately-framed woodwork available at reasonable prices.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

Although two of the hardwood war bureaus have shut up shop in Washington, it is reported that government war orders for hardwood material continue large. The Northern Hardwood Emergency Bureau, for instance, has received orders for 1,000,000 feet of birch propeller stock from the French government and 400,000 feet from the United States aviation corps. Eighty per cent of this must be 8 inches or wider and 8 feet or longer. Some of the stock may be from 7 to 8 inches wide. Roy H. Jones, manager of the northern hardwood bureau, says that this is difficult material to cut, owing to the fact that the grain must be straight, and long clear cutting is difficult.

Mr. Jones' bureau is run along different lines from the former hardwood bureaus. They were practically information bureaus. His is a selling agency. He says it will continue on the job.

The war department quartermaster corps has awarded contracts for motor truck bodies to the Mulholland Company, Dunkirk, N. Y.; Hercules Buggy Company, Evanston, Ind.; International Harvester Company, Chicago; Theodore Kuntz, Cleveland, O.; Grand Rapids School Equipment Company; Continental Car Company, Louisville, Ky.; Eagle Iron Works, Auburn, N. Y.; J. G. Brill Company, Philadelphia; Hopkins Manufacturing Company, Hanover, Pa.

It has given contracts for wooden wheels to the Prudden Wheel Company, Lansing, Mich.; Bimel Spoke & Wheel Company, Portland, Ind.

The war service committee of the furniture and fixtures and allied woodworking industries not long ago closed a deal with the quartermaster department of the army for furnishing about $12,000,000 worth of wagon and truck bodies and aero propellers and parts. This order has been distributed among many different concerns.

The navy department wants 16,000 feet of ash, firsts and seconds; various lots of first white ash; 8,000 feet white hickory, all firsts; 22,000 pounds lignum-vitae; 30,000 feet of hard maple; miscellaneous lots of white oak; 7,000 feet of black walnut, firsts and seconds; 32,000 feet of cedar boat boards; 96,000 feet of white pine; 400 North Carolina pine piles, creosoted; 75 Douglas fir spar timbers; 65,000 feet redwood pattern stock.

Matters connected with the vehicle material supply available for war purposes of the government are up this week at a series of conferences between J. M. Pritchard, Ralph Jurden, and John McClure, representing southern hardwood lumber interests, on one hand, and officials of the council of national defense, war department, and vehicle manufacturers' association on the other hand. The vehicle committee of the council of national defense has been in on the matter. So has Mr. Thielens, representing the procurement committee of the wagon manufacturers association. The lumbermen conferred with Col. W. S. Wood of the quartermaster corps of the army. Mr. Pritchard stated that it is not a question of prices that is up. The government needs large quantities of vehicle stock for army escort wagons, truck bodies, ordnance carts, artillery, ambulances, etc. Some of this is bought direct by Uncle Sam, but most of it probably will go to government contractors who will turn it into finished articles.

There is a committee of the railroad administration at work on specifications for standard freight cars, of which from 100,000 to 250,000 are to be built in box, gondola and flat types. T. A. Greene of the Southern Pine Association is advising with the railroad administration regarding specifications, etc. They understand that the committee has decided against all-steel cars, but in favor of steel underframe cars. They hope that all-wood superstructure cars will be decided upon and in that case that yellow pine will be specified for most of them. Millions of feet will be required. The favorite specification it is reported, calls for a double sheathed box car requiring much one-inch material that is being cut incidentally along with the ship schedules.

The railroad administration is working out a system of standardizing equipment and supplies. There is a central purchasing committee and regional committees in the East, South, and West. Railroad ties and lumber will generally be bought along their lines by individual roads, but if these materials are not available there, the advice of the central committee will be sought.

The Southern Pine Association may be required to replace 100,000,000 feet of lumber in the retail yards that was taken by the army purchasing officers for emergency uses. The quantity will be determined by the war department. The price will be the government emergency bureau price. Yellow pine may replace hardwood, pine, hemlock and other kinds of lumber in the yards. A bonding company will give bond to guarantee the credit of the retailers, some of whom are not known commercially to the yellow pine men.

The southern pine bureau reports 36,000,000 feet of orders received and the Georgia-Florida bureau from 5,000,000 to 10,000,000.

Eight million feet of southern pine comes to Washington for government construction operations. Uncle Sam is undertaking here the erection of about a dozen buildings, some of them larger than the United States Capitol, for accommodating government departments, including the war and navy departments, war trade board, food and fuel administrations, shipping board, etc.

They are part of a billion dollar government construction program undertaken all over the country, not to mention France. This program is largely under the new construction division of the war department, which replaces the cantonment division. The work in prospect includes storage terminals at Boston, Philadelphia, Charleston and twenty-eight other points; signal corps cantonments and aviation fields at forty places; powder loading plants and ordnance depots on the Atlantic coast; enlargement of the Nashville powder factory; housing facilities for ship workers at sixteen points; tuberculosis hospitals at Azalea, N. C., and Denver, Colo.; mechanical repair shops in Texas; remount station at Charleston and other points; hospitals at Fort Riley, Kans., and Tenafly, N. J.; extensions of the Springfield, Mass., and other government arsenals; gas making and shell filling plants.

A committee headed by Prof. A. N. Talbot of the university of Illinois has worked out a new kind of contract for this work that is said to be profiteer proof.

John Wharton Maxcy has been made head of a provision board under the shipping board to see that lumber is manufactured and ships built as rapidly as practicable. He is a Houston, Tex., engineer.

A conference on industrial housing among lumbermen and others at New York is planned. The general housing bill will soon pass the house with $50,000,000 for housing employees of munition factories, etc.; also carrying $10,000,000 for housing government clerks in Washington, D. C., in which connection extensive dormotories, restaurants, barracks, and houses are planned.

The aviation program is being investigated by three agencies of the government on the charges of profiteering of government contractors, slowness in operation, failure to accomplish results, etc. It is said that the aviation program is 90 days behind schedule time, but that many battle planes will be ready for Pershing by July and that the year may see the aviation program catch up with schedule.

A survey of timber supply throughout the world is planned by Col. House, the president's friend, it is reported. Dr. Zahm, a Washington scientist, will supervise the work. He is said to be desirous of finding men who are familiar with timber resources of Africa, Latin America, Asia, and other distant lands.

It is reported that after the shipping program has developed so as to take care of necessary war needs abroad, the administration will propose to cut down production of lumber and other things not necessary for war and other unavoidable purposes, and to divert labor now employed in those industries to the farms and shipyards of the nation.

The war trade board has issued instructions to railroads that export shipments of ash, birch, oak, walnut, mahogany wood in shooks, staves or other forms, and yellow pine lumber 12 by 12 inches and larger and 24 feet or longer will have to have a special license.

With the arrival of March 10 the question of prices arose again. Delegations representing the Southern Pine, Georgia-Florida, Alabama-Mississippi, North Carolina and Douglas fir lumber associations were in Washington on the ground for some days discussing the question among themselves and with various government officials, notably the federal trade commission. Price increases on government business of $1 to $2 per 1,000 feet are wanted by the several interests.

The trade commission is considering data submitted by the lumbermen as to the cost of production and it will report on that to a new price fixing committee of the war industries board, which will fix prices voluntarily, but backed by such government authority to commandeer and control fuel, transportation, shipping, labor, food, materials, priority, capital, etc., that the committee's work will doubtless carry great weight.

The chief contest seems to be over the southern pine prices. The Georgia-Florida and Alabama-Mississippi people are standing with the Southern Pine Association on this matter. Their views were presented to the trade commission at a hearing lasting all day. President Charles S. Keith of the Southern Pine Association was spokesman for the industry. He made out a good case showing big increases in costs, owing to labor and materials advances. He and Dr. Haney, economist of the commission, were far apart in their figures to the extent of $4 per 1,000 feet on costs. Haney's figures, however, were from 21 mills, Keith's from 200 mills. The lumbermen felt that Haney selected certain mills to get his figures from, which were not representative. After getting the actual cost of production in efficient mills, Keith argued, a percentage should be added to bring that figure up to the level of cost in inefficient mills. Haney, on the other hand, contended for an average cost figure. He finally admitted that his figures were jumbled.

The chief difference was over the cost of stumpage. Haney argued that the original cost should be taken with additions for taxes, etc., since then. Keith argued that the present cost of stumpage on the market should be accepted by the commission. Commissioners Fort and Murdock appeared to agree with him. Haney at one point charged that the lumbermen were camouflaging. This was resented by Keith and others. Charles Edgar, acting director of lumber, sat with the commission at the hearing.

The North Carolina delegation, consisting of Mason Cooke and G. L. Hume, conferred with Haney about costs and will continue conferences in a few days. The fir delegation has conferred with Mr. Edgar and J. H. Ransom, representing the Pacific Coast in the lumber director's office. Their delegation included W. B. Nettleton, G. T. Gerlinger, J. H. Bloedel, H. B. Van Duzer, and Howard Holland.

Mr. Keith presented an exhaustive brief to the commission in which after arguing over various points at length, he gave a number of examples of how costs should be worked out by different operations, and also many pages of tables showing that the costs and government prices should be worked out on the basis indicated for many sizes, grades, and dimensions of lumber. Mr. Keith and other yellow pine men later appeared before the price fixing committee. The latter will consult Mr. Edgar and the trade commission.

The trade commission also gave a hearing recently to S. W. Stratton of the New England Box Company, Cost Expert Radewski of the Chicago Mill & Lumber Company, Mr. Ames of the Pioneer Box Company, and representatives of the fiber and corrugated box makers on the subject of the cost of producing boxes used in shipping canned goods and other food for the United States army and navy and the allies. The commission is advising with the food administration and representatives of other departments of the government on ths subject.

The Council of National Defense has issued a statement that under the authority of the War Industries Board there has been created a body to be known as the Price Fixing Committee with its personnel composed of Robert S. Brookings of the War Industries Board, chairman; Brigadier-General Palmer E. Pierce, surveyor general of supplies for the War Department; Paymaster John Hancock of the Bureau of Supplies and Accounts of the Navy; Dr. H. A. Garfield, Fuel Administrator; F. W. Taussig, chairman of the United States Tariff Commission; W. J. Harris, chairman of the Federal Trade Commission; Hugh Frayne of the War Industries Board; and Bernard M. Baruch, ex-officio. Another civilian member of the committee will later be appointed.

The duties of the price fixing committee will be to pass upon prices for all basic raw materials and to establish from time to time a price fixing policy to be submitted to the President for approval. Any of the executive departments having difficulty in the handling of price fixing matters will have the advice and assistance of the committee when desired.

The object is two-fold. First, it will be a separate body, quasi-judicial in nature, for the purpose implied in its name and it will serve this purpose through being made up of men separated so completely from industrial interests that their motives and actions in the determination of prices can be subject to no suspicion of mercenary interest. Prices will not be made until after costs have been passed upon by the Federal Trade Commission. With costs as a basis, the price fixing committee will then consider problems of production and distribution before arriving at its decisions. The second object to be achieved is speed. The committee will sit all the time and will thus eliminate unnecessary delay caused by the consideration of price fixing problems in several different quarters.

The food administration has adopted the specifications of the National Canners' Association for wooden boxes used in the domestic and export trade. These specifications cover nailed wooden boxes, lock corner boxes, and other styles of boxes, some of them with strap metal around them. The woods permitted in one or another or more of the types of boxes include many hardwoods, such as aspen, cottonwood, yellow poplar, chestnut, basswood, willow, magnolia, buckeye, butternut, cucumber, elm, gum, ash, sycamore, maple, beech, oak, hackberry, tupelo, birch, pines, fir, spruce, larch, hemlock, cedar, cypress and other softwoods.

The appointment of John H. Kirby of Houston, Texas, vice-president of the Southern Pine Association, as the government's lumber administrator for the South, and modification of the Ferris type wooden ship to meet limitations of natural growth of the southern forest stand, are announced, following a three-day exchange of views between representatives of the southern pine lumber industry and the United States Shipping Board.

Word has been sent to southern pine mills that the Shipping Board would no longer insist on frame timbers wider than 24 inches. This is a reduction in size from a maximum of 34 inches. Southern lumbermen have for months contended that the laminated or built-up timber is entirely practicable for the framing of a wooden vessel, and this view has been sustained by actual shipbuilding operations recently carried out with great success in private yards. This method of construction will at once be put

into effect on the Atlantic and Gulf coasts, both as to Ferris ships now building, and those to be built in future along the Gulf. Original specifications will be adhered to in building Ferris ships on the Pacific coast, where large size timbers are easily available.

Architects of the Shipping Board are now engaged in designing a modified form of Ferris ship, contracts for 150 of which will be awarded Gulf coast shipbuilders as soon as ways for them are empty or new ways constructed. These ships will be built of southern pine.

Southern pine manufacturers who have been attending the meetings pledged the industry to produce timbers sufficient to construct 300 modified Ferris ships a year, in addition to schedules on which the mills are now working.

A timber survey of the South will at once be undertaken by the new lumber administrator, to ascertain definitely the forest resources of the section as they may be applied to ship construction. Mr. Kirby will establish headquarters in New Orleans, and will have complete authority to take all necessary steps to get out timbers needed for the Emergency Fleet. Plans are now being considered for the holding of a mass meeting of lumbermen to consider means by which the closest co-operation with Mr. Kirby will be assured.

Mr. Kirby has gone South to take up his new duties, armed with a letter from General Manager Piez of the fleet corporation giving him plenary power in matters of making placements, getting the lumber, keeping tab on mills and shipyards, etc. W. J. Haynen, chief of the board's lumber department at New Orleans, will be under Kirby. The modification of the ship schedule is a big victory for the lumbermen. It means adoption of a modified Hough or Donnelly type of boat using built-up timbers, similar to the big wooden ship recently launched at Orange, Tex.

The Sawdust Trail

Big Things in View for National Meeting

The largest and most active operators in lumber in the United States will follow the trail to Chicago next month, where the annual meeting of the National Lumber Manufacturers' Association will be held at the Congress Hotel April 8-9. This will be perhaps the most important meeting ever held in the lumber trade. The National association is composed of the principal manufacturers' associations of the United States and is a delegate body. As indicated by its program there are many big subjects which it looks after. The directors made a step forward at the last meeting in Chicago by employing General L. C. Boyle of Kansas City and making him general counsel of the association, and the general is now living in Washington to fulfill that commission. A little visit with him the other day at Washington convinced me that the things in hand which the southern pine men are interested in extensively would give a great business lawyer like the general a chance to do some great work, and he is doing it. He has opened an office in the Southern building, and is a busy man.

There will be a new set of officers selected, and probably an association, "Ty Cobb" selected for secretary. The activities of this association should be the most aggressive in the industry, for the problems that they must solve are very great. As an instance, the tax proposition today means much to the lumber trade. Is it being handled in a consistent way? Are the legislatures being canvassed, and government policies brought thoroughly to the attention of all the big timber owners? If not they should be. And the machinery should be provided by the National to put the lumber trade before the tax commissioners and legislators, as to whether it will be war taxes or local taxes, in a way that is consistent and fair to both the government and state, and the industry itself.

One trouble in the past has been that the lumber trade has never been a unit on any one question. There is too likely to be a lot of strong-heads that cannot agree among themselves, and the result is that the whole industry suffers because of the lack of co-operation.

The timber holdings of a company should be separated from the manufacturing end of the game, and should be on an investment basis, the same as any piece of real estate or other permanent investment. Too many manufacturers of lumber have figured that if they made money just because they had been forehanded and bought the timber in advance, they would be satisfied. How can you operate two or three kinds of business, and rob one to pay the other and successfully get the proper dividends? The trouble with the American people is that they never were willing to permit lumber manufacturers who own timber to run their own business.

The talk on building and loan associations is a step in the right direction, and we hope that the subject will be handled by Mr. Haymaker and Mr. Moorehead in a way that it will assist the campaign to build now. Why put it off, notwithstanding the word that came from Washington that this is no time for a man to build a home? If an industry is put out of business, how is the Secretary of the Treasury to get sixteen or more billions of dollars every year for carrying on the war?

A speaker at a recent convention in the East suggested a thought that might be considered at Washington, that while every man in America is for winning the war, if business is pulled up tight in the meantime, commercial progress in America will certainly go backward. Of course, if the time comes when it is necessary for all to turn in and join the army or other organizations backing the army, there is no one that I know of that would not be glad to do it, but we trust that government officials will utilize the means they have in hand rather than anticipating this condition and forcing a cessation of general business activities unless it is absolutely necessary.

The big labor problem is one that should be handled with the closest co-operation by all manufacturers, no matter in what section they are located, so as to make sure that the lumber trade goes on record unanimously against the eight-hour day, although it is, of course, essential at this time to meet any conditions necessary to assure the government getting everything it wants in wood, and getting it now. But, provision should be made so that as soon as the war is over, this matter will be straightened out on a basis that is fair to employe and employer. Certainly an eight-hour day is not the kind of a day needed in the lumber business. If the lumbermen are not paying wages enough they should correct any evils in the trade at this time and not wait until labor gets a hold and then have to meet with their requests or get into a several years' fight.

The program for this annual meeting, however, will be best carried out if a stronger organization is effected and more people come forward to do their part in working out the policy of our industry. It does look like there are a lot of folks manufacturing lumber and retailing it that cannot see over their back fences; they are not willing to learn co-operation, and always let a few leaders carry the load. This means that success cannot attend the leaders' efforts, no matter how good the plans are, or how much benefit would come from the better organization.

The big National ought to be capitalized. It has been in a way, but it has been paradoxical for several years that the most important association in the trade has had practically no capital and its officers had to finance it from time to time in order to keep it afloat. Of course this is largely due to the fact that it is a delegate body, and the individual associations are not so prosperous themselves that they can keep a good balance in the National's treasury. Of course, nobody is fearful about selling the National his services, or anything else it wants to buy, because any one of the delegates in this association could pay the annual cost and not feel it seriously,

but there are a lot of organizations in the trade who in the past have not been capitalized, and their officers and directors have been handicapped in carrying out the broad programs because of this fact. However, every one of the organizations this year has had an interesting and profitable program and growing membership, and each in turn showed a good balance in the treasury, and in many cases underwriting syndicates back up any efforts put forward, so it would seem that the National's policies no matter how great they seem will be properly capitalized, and the program will insure this.

Reminiscences

When an office boy in the old Timberman office, one of our regular visitors was the then king of the walnut business, John H. Lesh, with headquarters at Goshen, Ind., operating all over the state of Indiana, as well as Iowa, Indian Territory, Arkansas and adjacent states, and utilizing St. Louis, East Chicago, Ind., and Cincinnati as central points. Mr. Lesh was a very active business man. He thought walnut was the only wood, and the production of his mills every year was then a miracle to most folks. Like many forecasters in the trade, they had walnut out of the market twenty years ago, but John H. Lesh could always find trees, and he had the faculty of gathering about him practical, aggressive business men, two of whom later became his partners and his successors.

What I have in mind about these men concerns the days when they were buying walnut in Indiana. John N. Penrod, now of Kansas City, was buying logs south of Goshen, and F. P. Abbott was looking after the territory north of that point, and each came home to Goshen on Saturday night for a conference with the little big boss. But for a year or two neither Mr. Penrod nor Mr. Abbott could understand why he could not top the other in purchases or shipments. Mr. Lesh would say: "John, you did fine this week, but that young fellow Abbott up there just beat you out 20,000 feet." Next week Abbott would come in and Mr. Lesh would say: "Well, Frank, believe me, that fellow Penrod is some active fellow; he just beat you out some 19,000 feet. He is certainly a hustler and his purchases seem to be growing each week." It was a long time after that that Abbott and Penrod got together. When they were introduced Mr. Penrod said: "Abbott, so you are the fellow that can buy more walnut in a week than I can," and Abbott responded, "Well, John Penrod, I have been waiting to know you for a long time. I want to get acquainted with any fellow that can beat me buying walnut." Of course both had a good laugh, and Boss Lesh in his own inimitable way made a happy event of the meeting by giving a dinner that was worth while. The younger men afterwards became partners in the firm of Lesh, Penrod and Abbott. Both Lesh and Abbott have since passed away, and Mr. Penrod is now one of the largest factors in the walnut business.

Col. Lesh certainly knew how to get the best out of his men, and made real business men out of them, and he did it as gracefully as though that were his principal job on earth. He also had the ingenuity to operate a big business in a section where the walnut trees were more difficult to find every year.

Speaking of Mr. Penrod, I was reminded of a yarn he tells on himself. He has probably been the largest shipper of walnut to Germany the past twenty years. In discussing the government needs for gun stocks with a Frenchman he remarked: "I wonder where the Germans are getting all the walnut for gun stocks," and the Frenchman said: "John, you ought to know, you have been furnishing seventy-five per cent of their walnut for twenty years." That was just one of the little items of the German propaganda to win the war. They never overlooked a point except diplomacy.

Uncle Sam and the Lumber Trade

Everybody sympathizes with the government campaign of buying on a cost basis plus a suitable profit to the manufacturers. The trade commission should be co-operated with to determine what these costs are, and no lumberman has shown any desire to get more than a reasonable price for his goods, but we feel it is only right and just that the lumber people themselves, through their associations, should determine what a fair cost is for the material, and that the material should be used for the government and not for some branch of industry that thought it could buy lumber for less than it was worth, expecting to get a profit out of the lumberman rather than legitimately through their own contract for whatever they were selling the government. Now there seems to be a whispering in Washington that the several hundred thousand cars that the government will probably have to buy to properly equip the railroads to carry the two hundred per cent annual shipments should be bought on the same kind of a basis. The railroad presidents have inaugurated a program which states that one difficulty that prevents them from delivering the goods was that the government's needs for munitions and supplies amounts to as much as the annual shipments of the country itself. Why should lumbermen furnish a dividend for the stockholders of the railroads out of their pocket? If there is an agreement that the railroads are going to be turned back to the stockholders, and the legislation now in process seems to indicate that that will be done, it is not fair for the government to buy the lumber in that way. If, however, our leaders at Washington expect to keep the railroads I have nothing to say against the lumber manufacturers furnishing this car material at a cost plus a reasonable profit, say twenty per cent, which is only a fair profit in any manufacturing industry.

Some of the dollar-a-year men, or some other wise patriot, or one who thinks he is, has been advocating lately that the lumbermen must furnish to the retailer lumber on a government basis. There are always a lot of fellows in the world who are willing to give away somebody else's property. They are generally made up of men who have made a competence, or some jack-leg lawyer politician who would confiscate anybody's property if you weren't looking at them, and they do not get any less so when they got the excuse to say it is only patriotic. We have the illustration of the efforts of the wagon people to profit at the expense of the lumber fellows. Let us not have any others. There should be enough intelligent lumbermen at Washington to convince the powers that be that what is fair is fair, but we do not propose to be robbed for the benefit of somebody else.

Please do not think there is any lack of patriotism in these statements. There is not. The lumber trade will pay as much money in excess profit taxes as practically any industry except possibly steel, which has been making the excess on a basis of 200 per cent advance, rather than a basis of 20 per cent to less than 80 per cent advance as in the lumber trade.

How About Inch Stock?

A lumberman with more than a normal stock of inch oak, both plain and quartered, is wondering what the future of that thickness will be. Most everybody has been cutting largely two-inch and up; in fact, as much as they could get, and only a few operators have been satisfied to cut their stock to fit the new demand.

There must be some specialties that thin oak can be used for. Of course the building trade is somewhat in the grumpy state, but I presume it will be as usual soon, and then there will be a feast and then a famine on one-inch oak. In that connection I am reminded that some of our friends making oak flooring planks will find an awfully short demand. They must get some specialty in the plant to keep the wheels going. It might be a good idea to turn part of the plant into a dimension or other specialty lines and fill the hole now, and after the war is over it will make the factory a little more independent of the consumer than times past.

Attend National Chamber of Commerce

The business men of Chicago and the West should take advantage of a great opportunity which most of them have not enjoyed before, to attend the meeting of the Chamber of Commerce of the United States, which will be held at the Congress hotel, Chicago, April 10, 11 and 12. Every delegate I have ever seen selected in our line of trade to attend the meeting, after one convention they are all anxious to come again. In fact for the first time in the history of the country the business interests have been very well represented at Washington by the National Chamber. A program of speeches on the important subjects of the day, like financing the war, railroads, shipping, etc., will be handled very intelligently, and any business man who is not a member either through his association or individually, should be.

Production Further Restricted

By Shipping Difficulties. Seventy Million Feet of Logs and Ten Thousand Cars of Lumber Held Up.

There has been little, if any, improvement in the log handling situation around Memphis so far as flat cars are concerned. A delegate from the Southern Hardwood Traffic Association made a trip to Atlanta recently for a conference with C. H. Markham, regional director for the southeast, with a view to securing more flat cars for log handling as well as increased facilities for shipping lumber. J. F. Porterfield, general superintendent of transportation for the Illinois Central system, has spent some time in Memphis since this conference, and has promised to furnish one hundred and fifty more cars for the Yazoo & Mississippi Valley line of the Illinois Central system. These cars, however, have not yet been placed in service, and it is doubtful if they will be so placed in the immediate future.

In the meantime the amount of lumber being produced in Memphis and the valley territory is sharply below normal. It is estimated there are sixty to seventy million feet of timber ready for loading, but the number of cars available are very greatly restricting the movement of these logs to the mills.

J. W. Dickson, president of the Valley Log Loading Company, challenges the statement that there are 540 cars in operation on the Yazoo & Mississippi Valley for log loading. He believes that every car in the service is available for use at least three times each month, and points out that the amount being loaded each month is far short of the sixteen hundred cars which would be loaded under those terms. This company is having considerable difficulty in keeping its three log loading machines in operation because of the shortage of cars. On the other hand it has announced that it is perfectly willing to put on additional equipment provided cars are furnished. Mr. Dickson said recently that it was doubtful if the loading for March would show an excess of 100 cars over the short month of February. He explained that this is positive proof that the situation is failing to show any improvement of consequence.

The movement of lumber into the Central Freight Association and Eastern Trunk Line territory is even more restricted now than heretofore, and vast quantities of lumber are tied up in Memphis and the valley awaiting an open route for delivery. J. B. Larson, who is in charge of embargoes for the Southern Hardwood Association, estimates that there are fully ten thousand cars of hardwood lumber tied up because of this restriction. The Louisville & Nashville Railroad, which has heretofore been accepting shipments into Central Freight Association territory from all southern points, will not accept shipments from Memphis unless they originate at this point. It will not accept shipments from connecting lines unless these lines are north of Memphis and south of the Ohio. The main open route for handling lumber shipments into Central Freight Association territory heretofore has been over the Louisville & Nashville. The 'Frisco, Missouri Pacific and Rock Island systems have begun accepting shipments for delivery as far east as the Indiana-Illinois state line, but they will not accept shipments any further east. The Illinois Central is handling lumber to all points on its lines as far north as Chicago. It is possible to effect deliveries to St. Louis, Cairo, Peoria and Chicago, and all points in Western Trunk Line territory are open. However, the greater portion of the hardwood lumber is shipped from Memphis and valley territory into Central Freight Association and Eastern Trunk line territory which accounts for the very large tie-up to which reference has already been made.

Mills depending on the public carriers for their log supplies are running in quite a restricted manner. There is full production, however, on the part of those mills which control their own logging and railway equipment, and which bring in their logs by water. Weather conditions have been extremely favorable for the past two weeks, and an abundant supply of logs has been available for the last two classes of mills mentioned.

Conditions have also been quite favorable for cutting and hauling logs and this is making good progress. Labor is becoming scarcer every day, and conditions in this respect will, it is anticipated, become even more intense as work on the farms progresses.

Will Probably Revise Chamberlain Bill

Lumbermen have been busily fighting the bill of Senator Chamberlain of Oregon authorizing the president to commandeer timber and its products. The bill was reported from the senate committee on military affairs in drastic form, giving the president power also to conduct logging and milling operations. Lumbermen objected to this last provision in particular. They succeeded in having the bill referred back to the committee.

Then they had a hearing to voice their protest to the committee. The principal speaker was Representative Fordney of Michigan, who has been in the lumber business almost all his life. He denounced the bill and declared that its purpose was to enable the president to establish an eight-hour day in the southern and eastern lumber industry, as he has in the west coast industry, under military discipline.

Since that hearing the senate military committee reconsidered the bill and amended it so as to strike out the objectionable grant of power to direct and prescribe the conduct of logging and milling operations. The bill gives the president power to take standing timber needed for the army, navy and shipping board, to enter any lands and take timber, to erect mills, etc., that may be necessary for such operations, construct logging roads and railroads for the purpose; to take possession of cut logs and manufactured timber and lumber, machinery, cables, etc., to designate an agent to exercise his power; to fix a value on materials and take them by paying 75 per cent of the value leaving the owners to go to the court of claims for the balance if they do not like the official value; to issue and enforce orders prescribing the length of logs and the dimensions of lumber. Penalty of $1,000 fine or one year's imprisonment is provided for violation of the law. Passage of the bill is now expected. Its present form is fairly satisfactory to lumbermen.

Income Tax Notes

The Internal Revenue bureau announces that it has been brought to its attention that several trade organizations have issued to their members bulletins erroneously advising them that increment or appreciation in property values, as ascertained by an appraisal, may be treated as earned surplus or undivided profits and included in invested capital for the purpose of the excess profits tax.

The excess profits tax law expressly places the computation of invested capital upon the basis of the cash and other property actually put into the business and not upon that of a present valuation or appraisal of its assets. Regulation 41 relative to the excess profits tax point out in detail just how invested capital should be computed.

The following statement on the subject was issued by the bureau:

While the bureau is grateful for the assistance which has been rendered by trade organizations in the administration of the present war taxes and entertains no doubt that these particular bulletins were issued in good faith, yet it cannot be too emphatically stated that they are based upon a misapprehension of the express provisions of the law and of the regulations issued thereunder, and that if not corrected they will result in great inconvenience both to the government and the taxpayer. Returns in which the invested capital includes surplus or undivided profits computed upon present values as determined by an appraisal cannot be accepted. It is to the interest of both the government and the taxpayer that this fact be given the widest publicity in view of the misapprehension which may have been caused by unofficial statements to the contrary.

Local Hardwood Industries

Editor's Note

It will be a long time before the present hardwood regions of the United States cease to supply hardwoods. Districts may be closely lumbered, but nearly always there are trees left to meet the district's local needs, and new growth of hardwoods come on in a few years. Following is an account of the local manufacture and use of hardwood products in a region where lumbering has been going on for 140 years. The needs of the people are still supplied, with no apparent danger of depleting the sources of the raw material.

The hardwood factory that works on a large scale and reaches the whole country or the whole world with its output is well known, and its field of operations is understood by the public. But there is a place in this country for concerns which are much smaller. There is a local demand for hardwood products which cannot readily be filled by distant factories; the problem of distribution is too complicated and expensive. This provides the opportunity for the local shop which is in direct contact with the people in its vicinity. Such a shop is necessarily small, and its patronage comes from the immediate neighborhood; but within that restricted field it fills an important place and provides the community with such hardwood commodities as are needed. Shops of that kind are found in all parts of the hardwood region, and though each one is small, they amount to a great deal in the aggregate, and consume much material in supplying the wants of their customers.

No reliable estimate can be made of the total consumption annually of hardwoods by these local shops, scattered from Maine to Texas and from Minnesota to Florida. There are no statistics. The census taker who compiles figures on wood uses, never finds them, or he thinks them too small to be worth bothering with. Yet, if all such shops were listed and their output enumerated, the aggregate would run into millions of feet, and the product would be found in the homes of the people in the form of nearly every conceivable article that can be made of hardwood.

A Typical Example

During a recent journey of a representative of Hardwood Record among the ranges of the Alleghany Mountains in West Virginia he selected a typical hardwood shop of the kind referred to. It was small and its patrons were the neighbors who lived ten or fifteen miles around. The shop made handles for axes, hammers, and other tools; rustic chairs for porches and kitchens; mauls with which woodsmen split their cordwood and fence rails; canthook handles for lumbermen; spinning wheels for the rural housewife who still follows the thrifty habits of her mother and grandmother; baskets for the barn and country store; flails for threshing the buckwheat; baseball bats for the local teams, and other articles so numerous that a complete list would look like an inventory of Dickens' "Old Curiosity Shop."

The sign over the door of this village factory was "D. J. Nestor & Son, Manufacturers." The senior member of the firm and his son, the junior member, never have any strikes or labor disputes, for they do all the work themselves, except that they occasionally hire a farmer to bring in a load of logs. The proprietors have lived there all their lives. They are wood experts. They do not claim to know much about botany, dendrology, microscopy and wood technology, but they know good hickory, tough ash and excellent maple when they see them, and the inspection in their shop is as rigid as in Henry Ford's. They know the soil and the situation that produce the best wood, and they begin their inspection by selecting the trees in forest before they are cut down.

The Town and Its People

The shop is located in the village of St. George, in the northern part of West Virginia. The town has two factories, a harness shop employing one or two men, and the hardwood shop. The town had a sawmill 140 years ago, the irons for which were carried over the mountains on pack horses by a Pennsylvania German whose neglected grave is concealed in an elder thicket in the center of the village. Fifty years ago there was a "shook shop" where barrels were made for the Cuba sugar trade. The finest white oak that ever grew was worked in that shop, and the man who worked it is still living, old and gray-headed—Joseph Davis. Forty years ago contractors skinned the country for walnut, and thirty years ago they made St. George a buying center for hickory.

These have been about the only industries the village has ever known, except that it was the county seat a long time, and the empty court house is falling to ruin since the seat of justice went to a newer town. Yes, and the village was long a center and a market for ginseng, dug by the mountaineers for twenty miles around. Enough has been bought there to provide incense for all the idols in China; but the ginseng days are about over in that part of the country.

The village with its forty or fifty families rests in peace between the hills and the river. Most of the houses have had no paint since the county seat was moved away twenty years ago, and the wooden sidewalks are mostly gone; yet it is a village of happy, contented people. Every house has a garden of an acre or so, land as rich as the Delta of the Nile; and the people almost make their living in the gardens, supplemented by flocks of chickens. The inhabitants are supremely satisfied in this quiet, peaceful hamlet, "where the wicked cease from troubling and the weary are at rest." The town has no railroad, no stage line, no newspaper, no movies, one store, one preacher and one doctor. The doctor, who has cured the people's physical ills for thirty-five years, is also a member of the board of education, county commissioner and general adviser on all social questions. He informed the writer that so healthful is the climate and so healthy the people, that if a doctor depended on practice alone for a living he would starve to death every year. He gave it as his opinion that the cash monthly expenditures of the people of the village do not average fifteen dollars a family. The vegetable gardens and the poultry yards furnish the rest.

Getting the Viewpoint

This somewhat detailed account of the village of St. George will serve to give a viewpoint of the conditions under which the little hardwood shop has been successfully conducted. The market is at the door and a few miles in the country on all sides. Every household has an ax, hatchet, hammer, hoe, shovel, rake, and chairs, and all renewals of handles or other parts, with few exceptions, come from the little village factory where two men find steady employment.

The representative of Hardwood Record spent an interesting and profitable hour in the shop. The demand keeps pace with production, and stock is sold about as fast as it is finished. The market is mostly local, but the manager stated with evident pride that he had just made a shipment of chairs to Illinois to one of his former customers who had "gone West." He related with equal pride that he had a repeat order from the Babcock Lumber Company for canthook handles. The village harness maker who happened to be by, and not wishing to be outclassed in a trade way, volunteered: "Yes, and I sold twelve sets of harness in one order to the Kendall Lumber Company." So these small village shops have some trade beyond their immediate neighborhood.

Chairs and Handles

The principal articles made are chairs and handles. The former make no pretense of competing with the factory-made chairs on the general market. They are very strong, but not highly finished. No paint or varnish is seen on them and no glue is used in their construction. They are left in the natural color of the wood, a condi-

(*Continued on page 33*)

Figured Gum Passes Final Test

THE O. K. Houck Piano Company has met with great success in the FIGURED GUM piano it has had on exhibition for some time.

Several other houses are now making sample cases in FIGURED RED GUM. The Edison phonographs are now shown in this wood. Its use in many other internationally known products has brought public recognition.

The trade would buy YOUR product in FIGURED RED GUM.

We are able to help greatly in your choice of material for sample lines as we are the largest producers; as we keep on hand a stock of logs for filling exceptional orders; as our warehouse contains one million feet of FIGURED RED GUM, sawed and sliced, in all thicknesses.

Our standing as the leading producer bears testimony to the correctness of our methods and equipment, and of the quality of our timber

"A trial will prove our usefulness; Buy of us and get it for less"

NICKEY BROTHERS

Incorporated

MEMPHIS, TENNESSEE

BUY FROM THE BIGGEST PRODUCER

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

How the Salesman Can Use His Time

Men Who Have Little Stock to Offer Can Study Mill End to Advantage

A GOOD MANY MANUFACTURERS of veneers especially the larger concerns, are in the position at present of having nothing to sell. They have large orders on their books, orders that will take all of their production for some time to come, and hence are not aggressive in seeking new business.

They have sales and promotion organizations, however, which are usually employed to good advantage in calling on customers, working up new accounts and taking care of old ones. These men, as a general rule, are not being sent out into their territories to call on the veneer buyers, for the reason that they are not in a position to solicit business, and about all they would be able to do would be to make excuses regarding possible non-delivery of the material that the buyers had ordered some months ago.

And of course no salesman wants to spend his time doing that. Making excuses is not a graceful occupation, nor a pleasant one, and in most cases the salesman is not a success at it. He would rather go out and solicit the toughest prospects on his list than call on his regular customers with nothing to hand out but explanations of why the business that they gave him has not been taken care of more rapidly. And even such convincing statements as those based on heatless days, embargoes, car shortages, labor shortages and the other troubles that manufacturers have had to contend with are not always effective in smoothing the corrugated brow of the customer who wants what he wants when he wants it.

The veneer manufacturer, on the other hand, knows that good salesmen don't grow on trees. He probably has spent several years in getting together the organization that he now has, which is capable of going out and getting the business in the face of keen competition, and when everybody else has men on the road soliciting the trade of the consumers. Hence, the producer of the raw materials, even though he is not anxious to add any more orders to his present list, does not feel like dispensing with the services of his salesmen.

Of course, there are sentimental considerations involved, but looking at it purely from a business standpoint, and on the basis of dollars and cents, the manufacturer is justified in holding on to the men who have demonstrated in years gone by that they can supply him with the business that is needed to keep his mill going at the proper rate. These salesmen are an investment, just as a plant is an investment, and there is little more excuse for getting rid of a good salesman, simply because business is so good that his services aren't needed, than there would be for junking a machine which was not needed because the volume of business happened to be a little lighter than usual.

The question, then, is not whether the veneer man is to continue to keep his salesmen on the pay-roll, but how he is to use their services to the best advantage. What can the salesmen do at this time that will react favorably on the business, and will prove to be an advantage later on, when the usual scramble for business is in evidence? How can he spend his time so that when he goes out on the road later, in a search for orders, he will be a better salesman and a better representative of his house than he ever was before?

Letting the salesman have a vacation is hardly the ideal proposition, from the standpoint of the man or the house. Such a course would mean that the employe would lose his pep, and would fail to benefit directly or indirectly, at least after the first few weeks. Missionary work among customers might be undertaken, were it not for the conditions referred to above—that most buyers at this time are kicking regarding non-delivery, due to conditions over which the manufacturer has not had complete control; hence the salesman can do little just now in that direction, because he is not in a position to assure the customer that the railroads are going to be able to handle to handle traffic any more expeditiously from now on than they have been doing.

The plan which has been adopted by some of the big veneer concerns, and one that appeals from the standpoint of common sense and ultimate results, is sending the salesmen to the mill. They have come to the conclusion that the best way the man to whom is put up the sales problems of the concern can spend his time during the present situation is by getting in touch with production, studying mill operations, and finding out all he can about the actual operation of the plant which he represents in his dealings with the customer.

Consequently, their salesmen are now at the plants, and are learning a lot of things about veneer manufacturing. They are becoming more familiar with the logging end of the business, and with the selection of timber suitable for veneer production. They are finding out all about the actual cutting of the veneers, whether on a rotary machine, a slicer or a saw. They are studying the drying processes, and studying them, too, from the standpoint of the man who has to "sell" a particular drying process to his customers. The more he knows about how this work is handled, the better able he will be to explain its details and its advantages to the man who is buying the veneers.

He is finding out about the warehousing facilities of the mill, and about the methods used in handling the stock through the plant and into the railroad cars. He is learning all about packing methods, and the care with which the veneers are prepared for shipment, so that they

will stand the trip between the mill and the factory of the consumer in the best possible shape. In fact, regardless of what he has known heretofore about veneer manufacturing, he is coming closer to that ideal of a salesman, a real expert regarding the production of the goods that he is selling.

It must be admitted that during the ordinary course of business, when the chief duty of the salesman is to get orders, he has comparatively few opportunities to take trips to the mill and to obtain information of this technical character. True, he knows in a general way how veneers are made, and perhaps certain processes have been elaborated upon by his principals, as features which are to be stressed in his selling talks. But even though this has been done, he can not have the vivid, definite knowledge of how his stock is made and handled and shipped until he has been at the mill and seen it done, and studied the details of the organization and methods that are applied in getting the ultimate result of a piece of veneer 100 per cent good.

True, a great many concerns, not only in the veneer business but in the lumber trade, have had occasional visits of their men arranged for just this purpose—that they shall have knowledge of the inside of the business which they are representing on the outside. Sometimes a few days spent in this work, and sometimes a week or more; but while this is excellent training as far as it goes, it does not as a rule go far enough. Salesmen in some branches of the steel business are given regular courses in the technical side of their trade, and stand examinations to make sure that they know all of the details of it. This is carrying the idea a bit far, but it suggests what emphasis is sometimes laid on the matter of salesmen, who are in a very special sense representatives of their companies to the trade and the public, having sufficient knowledge to represent them properly.

Another way in which the salesmen who go to the mills are able to work to advantage, and one which produces immediate results from the standpoint of the house, is assisting in the inspection and loading of orders which they themselves have handled. They are familiar with the needs of the customer, they know what his business requires, and they are able to load the cars in such a way that the chance of a mistake being made is reduced to the minimum.

Sometimes shipments are made in such a way that the letter of the specifications is adhered to, and yet the customer does not get what he wants. The customer is disgruntled, the salesman is disgusted, and no one in particular is at fault. After the salesman has had an opportunity to talk to those in charge of the shipping department at the mill and explain the likes and dislikes of the concerns to which he is selling the product of the plant, the business is sure to move forward more smoothly, and both the house and the customer will be benefited. There will be fewer complaints, fewer cases of rejected stock, and life will be happier for everybody concerned.

This is certainly a line of work for which the salesman is especially well qualified, and which, as suggested, brings an immediate return to the manufacturer. On the other hand, the salesman who becomes familiar with the production of the stock, and who learns the problems that the superintendent of the mill has to contend with in its manufacture, is likely to sympathize with him to a greater extent than formerly, and hence to tone down some of the specifications that "smart" buyers are in the habit of writing into their orders. He can point out the practical difficulties in the way of fulfilling the desires of the customer and suggest that some concessions be made along this line.

The salesman who gets business under the right conditions, because he has been able to show the customer why his demands in certain directions are unreasonable, is a better salesman than the man who takes the order, though at the right price, on such a basis that it is difficult to fill it, and certainly more expensive to produce the stock. In this way the experience acquired at the mill by the man on the road is going to make him more conservative. He will want to work more closely with the men in the production department, and not assume that, no matter what the demands of the customer are, they are to be taken care of without unreasonable trouble.

Looking at it from all standpoints, it appears that the manufacturer of veneers who has his salesmen spend their time at the mill, taking what might be called an extension course in veneer production, is using their services to the best possible advantage. He gets some immediate benefits and he is assured that later on, when competition tightens up, and everybody is hustling for orders, big and little alike, the men who are representing him will be qualified to do business more effectively and more successfully than they have ever been able to do before.

G. D. C., Jr.

Shipments of Kauri Gum

During the year 1917 the quantity of kauri gum shipped from New Zealand to the United States totaled 7,359,709 pounds. The shipments in 1916 were 8,516,935 pounds. This gum is used in the manufacture of varnish and the decline in quantity was not due to decrease of demand or the lessening supply. This gum is a vegetable resin, derived from the kauri pine; but the commercial supply is not derived from trees now in existence, but from fossil deposits buried in the ground where forests once grew, but have now wholly passed away. The gum is mined by removing the soil and separating the gum from it. The resin is in hard lumps of various sizes and has a market value of ten or fifteen cents a pound. Before the war most of the mining was done by Austrians, but they no longer are doing the work, and the shortness of the labor supply at the diggings is responsible for the falling off in the shipments to this country.

Those cheap woods we used to turn to for backs and fillers in the veneer trade are not cheap any longer. Some may cost a little less than others but there ain't no sich animal as a cheap wood any more.

The Helena Veneer Company, Helena, Ark., has been sold to the Chicago Mill & Lumber Company.

HUDDLESTON-MARSH MAHOGANY COMPANY

Importers and Manufacturers of

MAHOGANY

Lumber and Veneer

2256 LUMBER STREET
Chicago, Illinois

33 WEST 42nd STREET
New York City, N.Y.

Australian Veneer Woods

Opportunities to Introduce Some of Them Into the United States

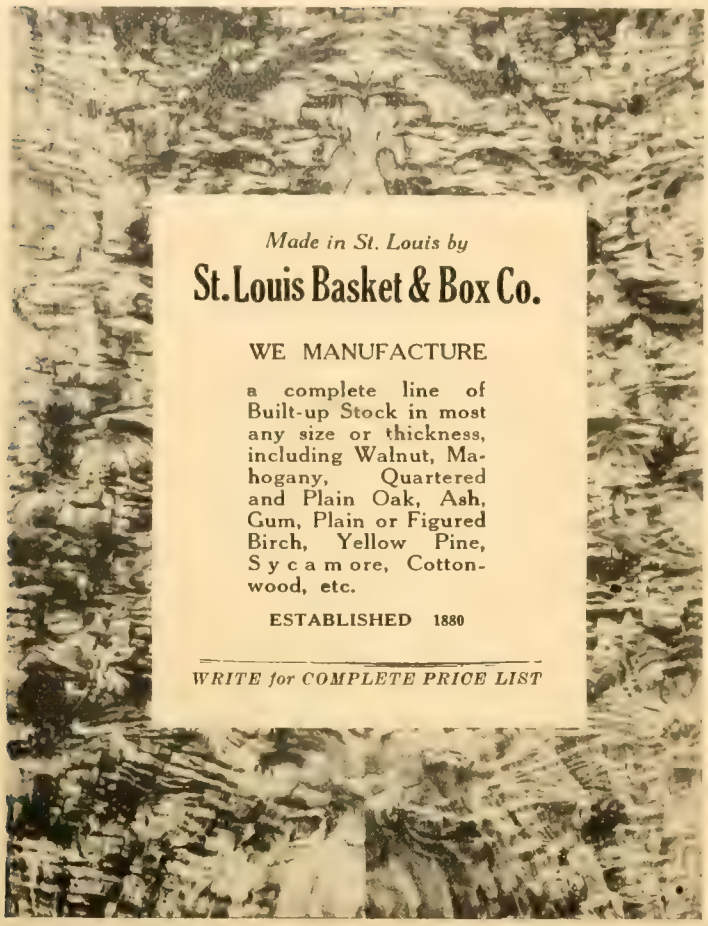
THEY have some very fine colored or figured woods in Australia and the people there are waking up to the fact that they ought to cut the woods in veneers in order to make them go farther. The settlers in Australia, following the example of the early settlers in the United States, used much of the finest woods for farm use and fuel, and took no account of the value. Later, railroad builders made ties of this excellent material and employed it for piers and bridges. But now, it is proposed to work these woods into furniture and house finish, and employ them to the best advantage by converting them into veneers.

Eucalyptus and blackwood are the finest of the woods proposed for veneers; but all species of eucalyptus are not in this class. There are more than 150 kinds of eucalyptus in Australia and Tasmania, but a small group of them known as "stringbarks," are peculiarly fitted for veneers. The figure and general appearance of these woods suggest satinwood. They are exceptionally heavy, and on that account have been objected to as regular lumber; but the matter of weight is less important when the wood is reduced to veneers, because it is employed in thin sheets glued upon cores of lighter wood, and the heaviness passes unnoticed. Handsome furniture has been made of it and the working of the veneer has proved satisfactory.

Another Australian wood which has been highly recommended for veneers is known as blackwood. The name suggests that this wood may resemble ebony in color, but the name is misleading in that respect. Instead of being black, its color is a rich brown with a well defined grain. It is related to the locust woods and is known to botanists as "Acacia melanoxylon." The tree has been planted for ornamental purposes in many tropical and semi-tropical countries, including the United States, but the main source of the wood for commercial purposes is Australia. It should not be confused with the West African blackwood, though the two are related botanically, both being pod bearers; nor is it the same as the blackwood of southern India, nor as the ebony of southern Africa.

The Australian blackwood takes a high polish. All of it is not figured, but much of it is, and the well known patterns "mottled" and "fiddleback" belong to this wood and are the kinds most sought after

The fiddleback figure suggests curly maple in pattern



but not in color. Its color more closely resembles light mahogany. A handsome effect in paneling is obtained by using the figured wood in combination with plain. It has been employed as interior finish in some of the office buildings in Melbourne. Extreme richness characterizes the wood.

The use of this fine material in the United States has been almost negligble in the past, but steps have been taken to exhibit it to those who care to become better acquainted with it. To that end, the Bureau of Foreign and Domestic Commerce at Washington has secured samples for use of persons who wish to examine them. Samples may be examined also in the bureau's district and co-operative offices in the following cities: New York, Boston, Chicago, St. Louis, New Orleans, San Francisco, Seattle, Cleveland, Cincinnati, Los Angeles, Philadelphia, Portland, Oregon and Dayton, Ohio.

The veneer manufacturer can find other interesting woods in Australia, some of which are fairly well known in this country, others are not. Among these is the so-called Australian mahogany, which is not a true mahogany but is a member of the numerous eucalyptus family (Eucolyptus marginata). It is often called Jarrah, and it has the appearance in color and grain of Honduras mahogany. It is of medium weight, is easy to work, and has a fresh color. It is not unknown in the United States, but no account can be found that any of it has been made into veneer.

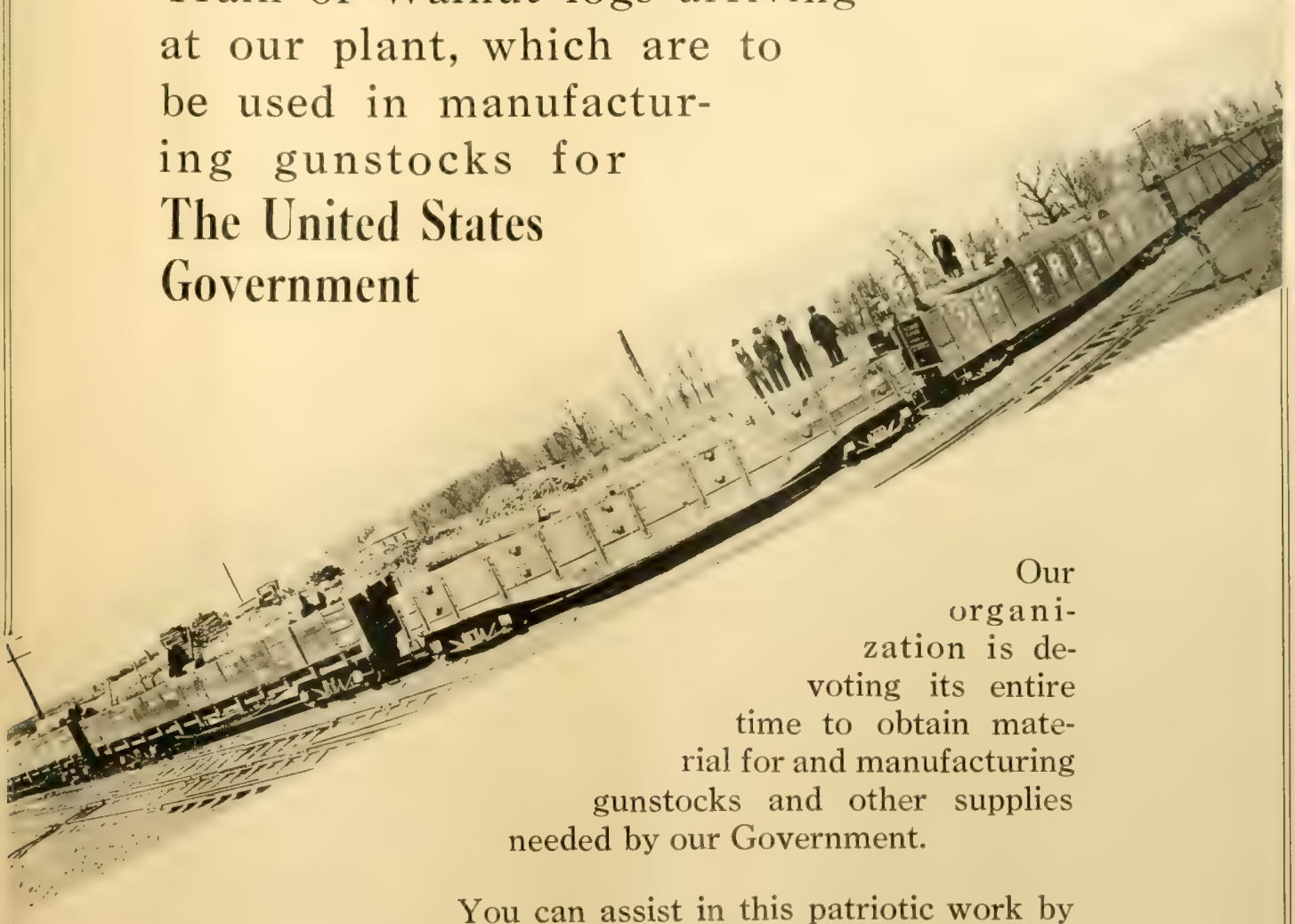
The list of woods which are apparently suitable for veneers is long if all the forests of Australia are to be drawn upon. Red cedar (Cedrela australis) is a handsome wood. It works up well and is very durable, being used for cabinet making, paneling, and interior fittings generally. Rosewood (Dysoxylon fraserianum) has a beautiful grain and texture, more resembling mahogany than the rosewood generally known to the trade. Silk oak (Crevillea robusta and Orites excelsa) makes handsome furniture and wainscoting. Tulip wood (Harpulia pendula) is in great demand for cabinet work, door panels, etc.

An attempt has been made to introduce blackwood into the American market, but the logs sent for treatment were all sawed in the wrong way, with the result that the beautiful "fiddleback" effect was entirely destroyed. The logs should be quarter-sawed to bring out this grain. Properly introduced into the United States, the Australian hardwoods should become popular for piano cases, penneling, talking-machine cabinets, tables, picture frames, and all kinds of high-class furniture.

J. A. Graf Takes Government Position

J. A. Graf, for fifteen years employed by the Singer Manufacturing Company of South Bend, Ind., and later by the Mississippi Veneer and Lumber Company and the Tennessee Lumber & Veneer Corporation, has taken a position as inspector for the Government of airplanes and airplane engines. He has had as much as 100,000,000 ft. of veneers on one inventory in one of his former positions and his experience with built up stock should make him a valuable man to the government.

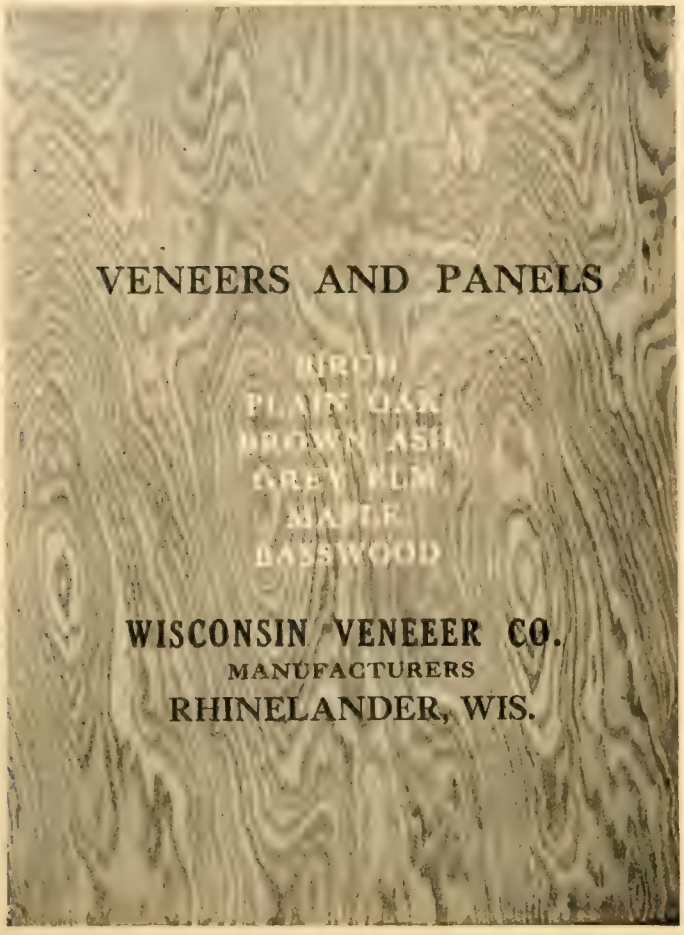
Train of Walnut logs arriving at our plant, which are to be used in manufacturing gunstocks for **The United States Government**



Our organization is devoting its entire time to obtain material for and manufacturing gunstocks and other supplies needed by our Government.

You can assist in this patriotic work by advising us of the location and owner of any Walnut timber, and we will do our part.

PICKREL WALNUT CO., St. Louis, Mo.



Superior Veneer Work

Glue makers would like to know how and of what materials Egyptians manufactured the glue which they used 5,300 years ago in making the veneer panels forming part of the oldest bedsteads on earth, so far as known. The glue is holding yet and the veneer is in good condition. The wood of which the veneer is made appears to be ebony; at any rate, it is some hard, dark wood, glued upon a backing of cedar.

The bedstead is a curiosity and is an interesting relic of the past. It is one foot high, 26 inches wide, and 63 inches long. It was a frame to hold the sleeper's blankets off of the floor or ground; but it was too short for an adult, unless a dwarf, and it may have been intended for a child. It is known that the Egyptians provided furniture specially for children. It is believed, however, that the bed was of regulation size, for old literature refers to short beds with the sleepers' feet protruding over the footboard, which arrangement would be objectionable in a country where the nights were cold. However, the feet of the ancients, who went barefoot were not as sensitive to cold as are those of the moderns who wear shoes.

Be that as it may, the interesting thing about the old bedstead is the veneer panels which have withstood a hot climate during more than 5,000 years. The ancient piece of furniture is now in a museum at Cairo, Egypt. The bed had cords in place of springs or slats. The bed posts rested on lion's feet carved in wood, and they are a high class of carving, matching in workmanship the veneer panels. The old furniture makers of the Land of the Nile knew their trade well. It is remarkable that they were able to do such excellent work with the poor tools which they had; but, the class of work done often depends more upon the skill of the workman than upon the character of his tools. At any rate, no one ever heard of an old Egyptian carpenter finding fault with his tools; for none but poor workmen do that.

Some Facts Regarding Pianos

The Industry Is an Important User of Raw Materials

THE average piano contains 340 square feet of veneer, according to figures compiled for the government by George W. Pound, counsel for and general manager of the Musical Industries Chamber of Commerce of the United States. The figures were submitted at a hearing which was held for the purpose of determining whether the making of pianos is an essential or nonessential industry. In addition to the veneer, the production of a piano calls for 261 feet of lumber, divided as follows: Core stock, principally sawed wormy chestnut, 110 feet; back stock, mostly beech and elm, but with some maple and a small quantity of spruce, 120 feet; trim, which is oak, red gum, walnut, birch and mahogany, 10 feet; keys, basswood and pine, 10 feet; sounding board, spruce, 4 feet; action, maple, 7 feet. The veneers are of many woods, but walnut and mahogany predominate as the visible material. A gallon and a half of glue is needed in the manufacture of a piano, and also one and a half gallons of varnish.

The total output of pianos in the United States is placed at 300,000 a year. This means the consumption of 78,300,000 feet of lumber, and of 102,000,000 square feet of veneer. According to government figures the total demand for wood in the manufacture of all kinds of musical instruments is 260,195,000 feet a year. This indicates that pianos take probably less than half of all the wood which is converted into musical instruments in this country.

Piano makers are usually men in the middle life who have worked many years in the factories and have specialized in certain parts of the work; but, of course, there are younger men who are working their way up to the best positions in the factories.

Mr. Pound in discussing the proposal to close the piano factories for the period of the war, opposed such a measure and explained that the musical instrument industry as such is not a largely profitable business as large businesses go. And it is not benefited by the war, but on the contrary is depressed. The element of profit is small, and therefore must have volume. There are some ten thousand of the larger retail piano merchants, many more smaller. Their entire capital is invested. They have no other line to turn to. The piano dealer is almost always an exclusive merchant, does not carry other lines of merchandise, cannot from the very nature and circumstances of the business.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Veneered Clothes Chests

The claim has been made that veneers have not been able to make any inroad upon the cedar clothes chest, and that it probably never can do so because the stock of which such chests are made is so knotty that if sliced in veneer the sheets would fall to pieces. The more knots in the stock the better it is liked, for the knots give the wood a figured appearance.

However, the veneered cedar chest is not unknown, but the general rule is reversed, and the veneer is employed as an inside lining instead of an outside covering, but chests of that kind don't seem to be very numerous for the probable reason that they are not in much demand.

The popularity of cedar for clothes chests is due to the fact, or the supposed fact, that the odor of the wood keeps moths and other insects away. Whatever odor the wood has comes from the surface, and a chest with a cedar veneer lining gives off as much odor as would be supplied by a chest made of solid cedar, and if the odor really repels insects, they would leave the contents of such a chest alone.

Cedar chests don't owe their popularity wholly to the odor of the wood, but largely to its beauty and novel appearance. The high color of the knots and heartwood and the whiteness of the sap form pleasing and attractive contrasts, and many users think of these oftener than of the moth-repelling qualities. Plenty of cedar that is free of knots can be had, and if there were a demand for veneer of this wood it could be produced, but the demand is not strong.

Several species of cedar are used by chest makers, among them being the southern red cedar, the incense cedar of California, and the Port Orford cedar of Oregon. Though these three species are called cedar, they are not as nearly related as their names would indicate; no two of them being of the same genus. Botanically, they are no more nearly related than white pine is related to hemlock. There are several cedars native to the Rocky Mountain region and westward that are closely akin to the southern red cedar, and no reason is apparent why their wood is not suitable for clothes chests. There is no question but that they are knotty enough to please those who like knots.

Opinions Have Changed

It was formerly a popular notion that anything that was veneered was cheap and dishonest. People thought the veneer was put on to conceal defects. That notion no longer exists among intelligent people, and the result is an enormous increase in the use and popularity of veneered articles, from boxes up to the finest furniture and interior house finish. Veneers are employed primarily for two purposes. First they make a stronger, better article; and second, they make it possible to economize in costly woods. A finely figured board one inch thick, used as a plank, is good for one panel; but if that same board is sliced into thirty sheets of veneer, every sheet will have an appearance as fine as the surface of the original board, and will furnish the outside, visible part of thirty panels. That is economy, and at the same time every panel is not only as beautiful as that made of a solid piece, but it is more serviceable, it will warp less in weather changes, shrink less in the heat, swell less in dampness, and hold its own fully as well in all ways.

Different opinions are held as to what constitutes "solid" furniture or finish. Some hold that the article should not be called solid if it contains any veneer. That opinion was formerly held by nearly all persons who had any opinions on the subject; but it is not so now. The other view is that an article is solid if it is all of one wood, even if of built-up veneers. Under that interpretation, a walnut table would be solid if it contained no wood except walnut, whether made of lumber or of veneer panels. Custom will finally decide this matter, and the tendency seems to be toward acceptance of the view that the term solid, when solid if it contains any veneer. That opinion was formerly held applied to furniture or finish, does not mean that veneer is not present, but that the article is all of one wood.

Statistics showing the production of veneer by states or by regions are meager. Emphasis is laid on the kinds of wood used, the quantity of each, and the thickness of the product, whether sawed, sliced or rotary-cut; but figures have not usually been published in a way to show how much is produced in different states. Perhaps it is not important that this should be shown, but it would at least add interest to statistics. It is pretty certain that the South furnishes more than half of the country's veneer.

American Woods Strongest

That tests made by the United States Forest Products Laboratory and by the Canadian Forest Service to determine the strength of various woods indicate that wood from the United States is far superior to that of Canada, Norway, Russia or any of the Baltic countries, is revealed in a copy of the Journal of the Royal Institute of British Architects which has just been received at the Chicago office of the National Lumber Manufacturers' Association.

This journal reporting a recent meeting of two of the most important committees of the Royal Institute of Architects quotes John R. Walker, trade commissioner of the United States, as saying in an address to the British architects:

"Elaborate tests have been made by the United States Forest Products Laboratory, and by the Canadian Forest Service, to determine the strength of various woods, and these tests indicate that the Southern pines are from 33⅓ per cent to 50 per cent stronger than Canadian and Baltic yellow pine, red pine, and spruce, and that Oregon pine is 25 per cent stronger than these Northern woods. I have also seen the results of special tests made in this country for various purposes, which confirm the general comparisons above given. It, therefore, appears that while a 6 by 2 Southern pine joist dried and finished to 1⅞ by 5⅝ would contain 12½ per cent less cross section or cubic area than a 6 by 2 Baltic or Canadian red wood or white wood full-size joist, yet it would possess the equivalent strength of such a joist, and in fact something like 15 per cent more strength.

"The plan which I propose is that in your building plans of the future provision be made for the use of American woods in the American standard sizes as an alternative for the Baltic woods in their standard sizes."

A hearty vote of thanks to Mr. Walker for the careful and lucid manner in which he had put his information before the members of the Institute was proposed and carried unanimously.

To Investigate Airplane Lumber Waste

Stories of waste at the Curtiss Aeroplane Company's plant at Buffalo are to be investigated by government officials, who will also investigate the alleged delays to the airship program which are said to have occurred. It is claimed that immature inspectors have been employed, much to the disadvantage of the speeding-up plans evolved by the government. It is said that many carloads of spruce lumber have been rejected without sufficient cause at Buffalo, as well as in the state of Washington. The Curtiss company and other firms are said to have sold rejected lumber at losses of from 20 to 60 per cent. Mahogany, which is used for propellers, is said to have been accepted and passed and later rejected without due reason. The charges are that inspections have been improper, that production has been distressingly small, and that co-operation has not existed between Curtiss plant officers and government inspectors. Archer A. Landon, president of the Chamber of Commerce of Buffalo, who has been acting for the government as assistant to the chairman of the aircraft board, says that an inquiry will be gladly welcomed by the manufacturers and that public judgment should be withheld in the meantime.

New Form of Airplane Propeller

Experience continues to teach new things in air navigation. In England a new pattern for airplane propellers has been invented. It has concave transverse grooves cut across both faces, the grooves on the fore face, however, leading out before they reach the leading edge, and on the after face leading out in a similar way before they reach the trailing edge of the blade. The inventor claims that these grooves have the effects of increasing the rearward thrust of the air back of the propeller and of increasing the suction of the forward face; but their chief purpose is to reduce the slippages of air toward the ends of the blades, due to centrifugal force.

Building and Abandoning Railroads

During 1917 the railroads of the United States built 962 miles of new track and abandoned 942 miles of old track. The new mileage built was less than that built in any other year since the civil war, except 1915, when 933 miles were constructed. The high price obtainable for old scrap is one of the reasons for scrapping so much track at this time. If it is not paying as railroad it may pay as junk.

They Are Fighting For YOU

FELLOW Lumbermen from the United States and Canada are in the Trenches of France *now* doing their utmost to protect *you* and *yours.* Hundreds more are going. ***It is up to you*** to let them know you appreciate what they are doing.

They need tobacco and comforts, you can surely share with them what you are getting in abundance. ***Cheer them up*** and let them know the lumber industry is behind them by *subscribing today—now* to

The Lumberman's Soldier's Comforts Fund

In charge of the Concatenated Order of Hoo-Hoo. If you know of *any lumbermen* who have joined the ranks of the American or Canadian army or navy send their names and address to

E. D. TENNANT
1218 WRIGHT BLDG., ST. LOUIS

We want to get in touch with them.

FILL OUT AND MAIL TODAY

E. D. TENNANT, 1218 Wright Building, St. Louis, Mo. .....191.....

Dear Sir:

Enclosed find Check, Money Order or Currency for $....., covering my subscription to the "Lumberman's Soldier's Comforts Fund."

Monthly subscriptions are solicited. If you prefer to subscribe a certain amount per month, fill in below.

I hereby agree to subscribe $..... per month for one year from date, or for duration of war, payable on the first day of every month, commencing .....191.....

Signature .....

Address .....

.....

Make Checks payable to E. D. Tennant, Treasurer.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

(Continued from page 2.)

tion generally expressed by the term "in the white." The posts are maple, either hard or soft; the rounds or dowels are of hickory. If there are rockers they may be of beech. The bottoms are woven of thin ribbons of hickory. The posts of the chairs are steamed, bent and placed in clamps, where they remain until they become rigidly set in the desired form. They never change shape afterwards.

The posts are steamed and made soft before the rounds are driven in. When thus softened the rounds, that are one-sixteenth of an inch larger in diameter than the holes which are to receive them, may be driven in without splitting the posts, and when the posts become dry they hold the rounds so tightly that it is next to impossible to withdraw them.

The Nestor shop uses a peculiar shaped round, which it claims as its own invention. The end of the round, where it is inserted in the post, is turned on the lathe in a way to leave an enlarged band or ring of wood, which locks the round in place when the shrinkage of the post occurs, and it never comes loose. It takes the place of the wedge which is sometimes inserted by other makers in the end of a round in such a way that it tightens as the round is driven in.

The chair bottom material consists of ribbons of hickory, six or eight feet long, split to a thickness of a sixteenth of an inch and about half an inch wide. The Nestor shop has devised a planing machine to dress both sides and both edges of these wood ribbons at a single operation. It is probably the smallest planing machine ever invented for woodworking. It weighs six or eight pounds and is operated by hand power. Hickory is by all odds the best wood for such chair bottoming material.

Other Articles Manufactured

The shop does a good business in wagon and buggy spokes with which to supply neighboring blacksmith shops where the vehicle repairing is done. Large spokes are of ash, the small of hickory.

An occasional wooden pulley is needed in the neighborhood, and these are made of black gum (*Nyssa sylvatica*), which may be had in any size needed on the surrounding hills.

Mauls have been mentioned. The shop makes these of the burls of rock or chestnut oak (*Quercus prinus*). A maul of a size to suit a post splitter sells for $1.25, and a hand maul for fifty cents. Burls suitable for mauls are scarce, and one may hunt a long time without finding any. They are apt to occur on the trunks of chestnut oaks which grow on the sterile tops of mountains or on poor, stony land. The burl is sliced from the trunk with a saw. One in the shop was examined. The rings of growth indicated that it had grown nine inches in diameter in eleven years—that is, each ring was nearly half an inch broad, and it consisted almost wholly of dense "summer wood" (the wood that grows late in the season, and therefore hardest and toughest). The texture of the burl resembled horn more than wood. The man who buys such a maul for $1.25 and wears it out busting rails will get his money's worth.

The same might be said of the ax handles that sell for twenty-five cents each. One such is worth a dozen of the kind frequently sold in stores and which snap when they receive the first severe twist. This shop uses nothing but rapid growth hickory for ax handles, and the wood must be white—so white that when polished it looks and feels more like ivory than wood. It is not possible to get hickory of that class in all parts of hickory's range. Soil and climate must be suitable.

The spinning wheels sell for $3.50, and are made of oak, maple and black locust, with distaff of dogwood. Of late years the mail-order houses are selling wheels of that pattern, but they are factory made, and according to Mr. Nestor, are not worth half what his are worth, and for ease of running cannot be compared with his, which are hand-made.

Crosscut saw handles of hickory belong to the output. Singletrees of the same wood are sold to teamsters on the roads and in the lumber camps. Canthook handles are of hickory, both white and red, and they are turned green because the wood works more easily in that state. Buyers make no choice between the white sapwood and red heartwood. Hammer and hatchet handles are made of hickory waste left over from the larger operations, and buggy poles and shafts of long, straight hickory stock.

The Nestor shop specializes on baseball bats made from spotted maple (*Acer pennsylvanicum*) which meets the approval of local teams, but has not had much demand away from home. This is quite a small tree and is usually ignored by lumbermen. It abounds in rich mountain coves six or seven miles from St. George.

Biltmore Forestry School Men Prominent in Service

The latest issue of the Biltmorean gotten out by the Alumni of the erstwhile Biltmore Forestry School, formerly maintained by Dr. C. A. Schenk at Biltmore, N. C., contains the list of former Biltmore men who are now in the National service. The notable thing about the list is the large percentage of men who hold commissions. This speaks very well of the character of men who attended Dr. Schenk's school and of the training they have received.

The list includes, according to present figures, the following:

Alexander, Ben.....1st Lieut., Aviation Corps.
Armstrong, Carroll W.....Quartermaster's Department.
Armstrong, Ralph H.....Sergt., Expeditionary Force.
Atkinson, E. Stanley.....2nd Lieut., Fort Grant, Panama.
Ballard, Edward H.....Aviation Service.
Bentley, George A.....Capt., Quartermaster's Department.
Berry, Swift.....Forest Service.
Breen, Lott R.....U. S. Inf., Camp Dix.
Bristol, Jay R.....20th Engineers (Forestry).
Campbell, John W.....2nd Lieut., Battery C., 330th F. A.
Carpenter, Herbert W.....Vancouver Barracks, Washington.
Chadburn, H. N., Jr.....American Ambulance Corps (Italy).
Colledge, Edw. W.....1st Lieut., U. S. R. Engineers.
Crowell, Lincoln J.....(Yale '09, Bilt. '11), 1st Lieut., 20th Engineers (Forestry)
Dorrance, J. Gordon.....2nd Lieut., Co. B., U. S. R. Engineers.
Dubois, Coert.....Major, 10th Engineers (Forestry).
Dunbar, Roger.....20th Engineers (Forestry).
Dunning, Carroll W.....Capt., Quartermaster's Department, Greenville, S. C.
Dunning, Earle.....Quartermaster's Department.
Dunston, Clarence R.....1st Lieut., U. S. Indian Service.
Crockett, Kirk.....Co. E., 102nd U. S. Inf. (France).
Egnor, James W.....MacCormack State Park, Indiana.
Estill, Davis H.....Capt., 80th Div. Depot Brig., Camp Lee, Va.
Emerson, Fred D.....181st Aero Squadron, Kelly Field No. 2, So. San Antonio, Tex.
Eldredge, Inman F.....Capt., 10th Engineers (Forestry).
Euchnerf, William H.....2nd Lieut., Aero Squadron, Kelly Field No. 1, So. San Antonio, Tex.
Fullenwider, W. G.....Corp., Co. B, 10th Engineers (Forestry).
Gearhart, Paul C.....1st Lieut., 316th F. A.
Gile, Richard D.....2nd Lieut., 10th U. S. Cav.
Given, J. B.....1st Lieut., 316th F. A.
Gooding, Guy K.....Sergt., Co. 10, Wisconsin State Guard.
Hall, Stanley B.....Capt., 301st Amm. Tr., Camp Devins, Mass.
Hammond, Charles P.....20th Engineers (Forestry).
Heath, Frank.....Capt., 361st Inf., Camp Lewis, Wash.
Hutchinson, Newbold.....2nd Lieut., M. C. Training Camp, Camp Joseph E. Johnston, Fla.
Johnson, Ansel R. H.....Naval Aviation Section.
Kilmer, William F.....Co. B, Signal Corps, Camp Sheridan, Ala.
Lafon, John.....Capt., 10th Engineers (Forestry).
Littlefield, Theron R.....Corp., Headquarters Company, 340th F. A., Camp Funston, Kansas.
Lockwood, Milton K.....1st Lieut., School of Military Aeronautics, Austin, Tex.
Marston, Charles O.....10th Engineers (Forestry).
Mershon, W. B., Jr.....Sergt., Co. C, 10th Engineers (Forestry).
Merrill, James D.....2nd Lieut., 342nd Inf., Camp Grant, Ill.
Modisette, W. M.....Capt., 8th U. S. Cav., Alcatraz Island, San Francisco, Cal.
Moore, Louis R.....Sergt., 10th Canadian Engineers (Forestry).
Morse, Harrison H.....Co. 9, 161st Depot Brig., Camp Grant, Ill.
Myers, Reynolds V.....Sergt., Co. C, 10th Engineers (Forestry).
Narramore, David C.....Lieut., 10th Engineers (Forestry).
Oakleaf, Howard B.....Capt., Signal Corps, Reserve.
Orr, Ronald H.....20th Engineers (Forestry).
Otis, David B.....2nd Lieut., 308th Machine Gun Company, Camp Dix.
Partridge, Herbert E.....Troop C, 1st Mass. Cav.
Ross, Robert M.....20th Engineers (Forestry).
Schulze, G. A.....School of Military Aeronautics, Atlanta, Ga.
Silverthorn, R.....Co. 10, Wisconsin State Guard.
Stutz, Jerome B.....10th Engineers (Forestry).
Shawhan, H. W.....1st Lieut., Fort Caswell, Cape Fear, N. C.
Sullivan, Jerry, Jr.....School of Military Aeronautics, Atlanta, Ga.
Tardy, Albert H.....New England (10 Mills Unit), Scotland.
Thompson, George W.....Signal Corps, Aviation Service (Spruce Production Div.).
Voje, J. H., Jr.....Co. A, 9th Battalion, 20th Engineers (Forestry).
Walter, R. Irving.....Camp Wadsworth, Spartanburg, S. C.
Welby, Harry H.....10th Engineers (Forestry).
Wilson, Perry M.....Co. 10, Wisconsin State Guard.
Withington, Geo. J.....New England (10 Mills Unit), Scotland.

The Value of Lightning Rods

The lightning rod has been the subject of many a joke, but the National Lumber Manufacturers' Association treats the matter seriously in a bulletin recently issued. Plans are shown for placing the rods on buildings of various shops so that the points most exposed to the stroke of lightning will receive the best protection. The bulletin presents figures showing property losses due to lightning.

Modern Hardwood Operations

Russe & Burgess, Incorporated, have long been familiar names in the export lumber business, and their extensive plant at Memphis, Tenn., has become well known in many foreign markets that buy the highest grades of American lumber. But the foreign business is only a portion of the activities of this firm. With a cut ranging from 75,000 to 80,000 feet a day, it is to be expected that the output should make its presence felt not only in foreign fields but also in the domestic markets.

Russe & Burgess began operations twenty-nine years ago. Eight years ago the business was incorporated for the purpose of enabling employes to buy stock in the company. The large land holdings are all in the name of Russe & Burgess, co-partnership. In addition to the mill at Memphis, they operate a band mill at Isola, Miss., where they produce lumber of one inch or more in thickness, while the Memphis plant makes a specialty of cutting thin lumber. They have machinery in that mill designed to facilitate the sawing of thin lumber, and the operator is able to regulate the thickness to the fraction of one-sixty-fourth of an inch. This is done with a three-block McDonough carriage with Troutt rope power set works.

KRAETZER PREPARATOR READY TO RECEIVE LOAD

GENERAL VIEW OF MILL

The officers of the company are: W. H. Russe, president; G. A. Farber, vice-president; P. Stenning Coate, treasurer; E. C. Gause, secretary; H. Johannsen, assistant secretary, and W. F. Gammage, sales manager. The company has in operation a Kraetzer preparator for treating lumber under steam pressure for the purpose of hastening the process of seasoning and at the same time improving the quality of the lumber so treated. This apparatus has been in successful operation for several years at the Memphis plant.

This company's export business dates back more than a quarter of a century, and for the last year before the war, which was 1913, ninety-two per cent of the mill's turnover was for European consumption. Since then the conditions have not been normal in the export business any more than in the domestic trade. The company maintains a sales office at No. 1 Fenchurch street, London, and the secretary, G. A. Farber, with a competent force of salesmen, has full charge of that branch of the business.

The timber supply was carefully looked after in establishing the business at Memphis. Sawmills without plenty of logs would be like guns without ammunition. The Russe & Burgess mill was built for hardwoods and it could not have been located any place in the United States where a better or more complete line of hardwoods could have been made available. It is in the center of the southern hardwood region, and supplies can come from all directions, and the pick can be had of thousands of square miles of timber.

The variety is no less remarkable than the quantity and quality; for more than a score of commercial hardwood species are available; but of course oak and gum head the list. These species reach

SHOWING YARD LAYOUT FOR AND METHOD OF PILING KRAETZER CURED GUM

Russe & Burgess, Inc., Memphis

high development in the fertile soils lying in many parts of the Memphis region, and the climate gives long seasons of growth, which are essential if perfect wood is to be produced. Ash, cottonwood, tupelo and cypress abound in large amounts and produce lumber of the highest grade.

Having picked the center of the best hardwood region for their operation, the company not only provided for the present but looked to the future in building their plant to take care of the manufacturing end of their business. The mill and the facilities for seasoning, storing and shipping are up to date in all particulars. The McDonough band mill, which forms part of the equipment, is thirteen inches by eight feet; the shotgun feed is one by thirty-eight feet with six-inch Allis valves; a Hill steam nigger eight by ten inches by six feet; a five-saw jumbo edger; a McDonough overhead trimmer of thirty inches with nine saws; one eleven-saw forty-inch slasher; a ten-inch by seven feet Mershon resaw of the latest improved pattern, driven by a motor that develops 350 horsepower.

The main engine is of 450 horsepower and is capable of developing 500. The source of the power which drives the mill is in four boilers, six by twenty feet each, which develop about 700 horsepower in the aggregate. That gives a good working margin over and above the requirements of the engines. The boilers are automatically fed. A four-foot Mitts & Merrill hog grinds the fuel and prepares it for the furnaces, where it is speedily converted into working power. The whole equipment is first class, scientifically planned and correctly built; and an average day's work of ten hours produces from 75,000 to 80,000 feet of excellent hardwood lumber, which can hold its own in any market.

As is well known, the southern hardwoods available in largest quantities are oak, ash and gum, but many others of great value are dispersed throughout the region or occur in certain localities. Both white and red oaks abound, there being several species of each that reach the markets as lumber. There is always room for choice by buyers who prefer particular kinds. It is the center of the range of gum, and this wood's highest development is in regions contiguous to Memphis. Red gum is profoundly influenced by the character of the soil that produces it, and it so happens that a large area tributary to Memphis has soil exactly suited to the requirements of this tree, and the lumber output is surpassed by no gum that grows elsewhere. There is timber of several other kinds, including cottonwood, willow, elm, beech, tupelo, hackberry, not to mention cypress and other softwoods which are produced on both sides of the Mississippi river. Railroad facilities are such that the timber resources of a wide territory find their natural outlet at Memphis, and the supply will be ample for many years to come, and there is no occasion to feel concern in regard to the transportation facilities.

SORTING SHEDS

A "SEA" OF FINE HARDWOOD LOGS

SHEDS STACKED WITH THIN GUM OF WHICH THIS COMPANY IS A LEADING MANUFACTURER

The Mail Bag

B 1181—Wants White Holly

New York, N. Y., March 14.—Editor Hardwood Record: We are in the market for some 4/4" log run white holly, and if you can put us in touch with any mill who has any of this stock to offer we will appreciate your doing so.

B 1182—Wants to Buy Hickory Squares

Any one in position to supply hickory squares might be interested in getting in touch with the following inquirer:

Grand Rapids, Mich., March 20.—Editor Hardwood Record: We are in the market for hickory squares from which to make hand screw spindles. This stock should be No. 2 and better, white, second-growth, air-dried, and we can use it in sizes 1x1", 1½x1½" and 2x2", in lengths from 12 to 28". We are today writing to four of your advertisers on this subject, mentioning the fact that we saw their ad in Hardwood Record.

B 1183—Wants Market for Short Pieces Black Locust

Hardwood Record is glad to reproduce the following letter, which offers short pieces of black locust that may be just the thing that some woodworker needs:

Guntersville, Ala., March 18.—Editor Hardwood Record: We are cutting black locust treenails for the government boats and have a lot of short lengths. We have several thousand pieces from 5" up to 24" long, 1½x1½ rough, square. We would like to find a market for these and would be pleased to have you advise what they could be sold for.

Hardwood Record has advised the inquirer that a market might be found in the production of insulator pins, for threaded dowels to be used in door manufacture, for tie plugs to be used by the railroad companies or for wedges to be used by furniture or fixture factories.—Editor.

B 1184—Has Turkish Boxwood for Sale

In a recent issue of Hardwood Record a small item referred to the use of Turkish boxwood in furniture casters. This is a rather difficult wood to obtain under present shipping conditions and therefore Hardwood Record publishes the following letter, which brings one source of supply to mind:

Rochester, N. Y., March 18.—Editor Hardwood Record: Noticing an item in the March 10 number of Hardwood Record concerning wooden casters, we would like to inquire if you might be able to offer names of manufacturers of this to whom we might offer Turkish boxwood we have on hand and which is very dry. If you can give us the information we would very much appreciate it.

Clubs and Associations

Attempt to Speed Up Memphis Car Supply

Representatives of the Southern Hardwood Traffic Association left Memphis two weeks ago for Atlanta for a conference with C. H. Markham, regional director for the southeast, which has for its specific purpose the securing of more flat cars for handling logs into Memphis and other points in this territory and the distribution of more box cars and other equipment for the handling of outbound shipments of lumber.

In connection with the latter, it is emphasized by hardwood lumber interests that they are practically shut out from Central Freight Association territory, which is the largest consumer of hardwoods manufactured in this territory.

In connection with flat cars for log handling, an increase of 33⅓ per cent in the present number will be urged on the ground that this additional quantity will be necessary to insure anything like normal production and on the ground also that this additional car supply is absolutely essential if a very considerable quantity of logs on the Yazoo & Mississippi Valley railroad, the Frisco system and the Missouri Pacific is not to be severely damaged through worms and other insects.

Information at hand shows that, under the present rate of log movement on the Y. & M. V. road, which is by far the largest on any other line, is so slow that there will be 15,000,000 feet of the present logs on the right of way thereof unmoved by June 1 when worm and other insect damage begins to make itself seriously felt.

In the delegation from Memphis are: James E. Stark and J. H. Townshend, president and secretary-manager, respectively, of the association; W. H. Russe, Russe & Burgess, Inc., R. C. Stimson of the Stimson Veneer & Lumber Company, O. M. Krebs of the McLean Hardwood Lumber Company, Frank May of May Brothers, J. F. McSweyn, Memphis Band Mill Company and president of the Lumbermens' Club of Memphis, and C. R. Ransom of the Gayoso Lumber Company, representing altogether a large percentage of Memphis and Memphis territorial production.

Lieutenant Faulkenberg of the ordnance department, who came to Memphis March 6 to speed up the production and movement of lumber needed for artillery wheels, accompanied the local lumbermen and it is expected that his influence will materially aid in securing the results desired.

Program for National Manufacturers' Annual

The National Lumber Manufacturers' Association will hold its sixteenth annual meeting at the Congress Hotel, Chicago, April 8 and 9, and announces the following program:

Tuesday Morning, April 8

Trade Extension Section—J. W. Blodgett, Chairman.
Building Loan Association development.
Retail co-operation.
Developing use of lumber.
Fitting lumber to consumers' needs.
General Discussion of Trade Extension Work.
Recommendations to board of directors.

Tuesday Afternoon

Governmental Relation Session—Chas. S. Keith, Chairman.
Report of war service committee.
Standardizing building codes.
National policies and the lumber industry.
Report and recommendations traffic committee.
Report and recommendations Pacific Coast committee.
General discussion, recommendations to board of directors.
Annual banquet Tuesday evening, 7 o'clock.

At the banquet will occur a general review of association progress, led by the following speakers: J. H. Kirby, R. A. Long, Edward Hines, E. B. Hazen, W. E. Delaney, F. G. Wisner and J. H. Blodel.

Wednesday Morning

Affiliated associations' session.
"What We Are Trying to Do Through the National Association"—Talks by presidents of the twelve affiliated associations.
Organization and procedure—A discussion of practical association problems read by six prominent secretaries.
Recommendations to board of directors.
Report of resolutions committee.
Report of acting secretary.
Adjournment.

Exporters' Committees Appointed

Fred Arn, the new president of the National Lumber Exporters' Association, has completed the make-up of the standing and special committees of the organization for the current year, and the machinery of the organization is now in complete shape for the work to be done. The standing committees are as follows:

Claims—Frank F. Fee, chairman, Fee-Crayton Hardwood Lumber Company; Fred Arn, J. M. Card Lumber Company; W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati.

Transportation—R. S. Huddleston, chairman, Huddleston-Marsh Mahogany Company, New York and Chicago; John W. McClure, Bellgrade Lumber Company; John L. Alcock, John L. Alcock & Co., Baltimore; D. D. Hartlove, Price & Heald, Baltimore; Richard P. Baer, Richard P. Baer & Co., Baltimore; W. E. Weakley, W. M. Ritter Lumber Company, Columbus, O.; Chester F. Korn, Korn-Conkling Company, Cincinnati; Harry C. Fowler, Case-Fowler Company, Macon, Ga.; Frank Purcell, Kansas City, Mo.; Fred Arn, C. I. Millard, John L. Roper Lumber Company, Norfolk, Va., and W. J. Collins, New Orleans, La.

Membership—Edward Barber, Howard & Barber Lumber Company, Cincinnati, chairman; E. A. Lang, Paepcke-Leicht Lumber Company, Greenville, Miss.; W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.; A. S. Johnson, Mansfield Hardwood Lumber Company; R. S. Huddleston; Hugh McLean, Hugh McLean Lumber Company, Buffalo; Alex. S. Williams, Astoria Veneer Mills & Dock Company, New York; C. S. Powell, C. S. Powell Lumber Company, Lake Charles, La.; R. L. Jurden, Penrod-Jurden & McCowen; J. N. Woollett, Aberdeen Lumber Company.

Arbitration—R. H. Darnell, R. J. Darnell, Inc., Memphis, Tenn., chairman.

Stirring Meeting of Memphis Club

More than one hundred French orphans will be adopted by members of the Lumbermen's Club of Memphis, following a stirring appeal in behalf of the fatherless children of France made by Miss Elinor Fell, an English woman, at the regular semi-monthly meeting of that organization Saturday, March 18.

Miss Fell thanked those lumbermen who had already supported so many of these children. She believed it only necessary to state the case to gain the sympathy of those who had not taken part in this work and she stated it briefly in this way:

"There are more than 150,000 of these orphans of French poilus who held the long lines between civilization and something indescribable until the English and the Americans were able to come to their assistance. The morale of these simple French poilus is all right. The morale of the English soldiers is all that could be desired. The morale of the American soldiers is of the same high class. The Germans will never break through any of the lines on the West front. If they could not do this in 1914, 1915 and 1916, they cannot hope to do it now.

"But only about 40,000 of these orphan children of France are being taken care of by Americans and other peoples. And, while the morale of the soldiers in the trenches is all that it could be, the morale of the women behind the lines in France is being strained to the breaking point. These women will stand anything if they see that their children are pro-

vided for. On the other [illegible] to stimulate them if they see their children hungry and without food, sick and without medical attention, ragged and without clothing. We are working to build up the morale of these women and there is no way in which it can be done so successfully as through the ten cents a day that generous business men and women of America and other countries are sending to each child they are taking care of. If their morale is broken there will be a reflection of this condition in the morale of the men on the firing line and there is no way of measuring the harm that would follow to the cause of the allies."

Subscription blanks were much in demand when she had closed her brief but powerful appeal.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, said that J. F. Porterfield, general superintendent of transportation on the Illinois Central system, had stated that he would secure and put into service 150 more cars on the Yazoo & Mississippi line as soon as possible for log handling, thus bringing the total to 700. Mr. Porterfield came here as a result of the recent conference held by Memphis lumber interests with C. H. Markham, regional director of railroads for the southeast.

Mr. Townshend also advised members of the club that the interstate commerce commission had adopted the suggestion of the association for an advance of one cent per hundred pounds on lumber shipments from southern producing territory to destinations in Central Freight Association and Eastern Trunk Line territory instead of granting the fifteen per cent advance sought by the carriers. He said that no definite time had been set for the new rates to become effective, as tariffs would have to be prepared covering them. He intimated that it might be several months.

On motion of S. B. Anderson, the club voted in favor of the naming of a special committee to draw up "terms of sale" for hardwood lumber, which, after adoption, are to be used by all members of the Lumbermen's Club of Memphis. This is regarded as a long step in the direction of more general use of "trade acceptances." It is also expected that it will eliminate the wide divergence in the practice of selling lumber which is now so apparent.

On motion of Earl Palmer, chairman of the civic committee, an invitation was ordered extended to the Rotary Club of Memphis to attend a dinner to be given in the near future by this organization. The entertainment committee will make the necessary arrangements. It will be a social and good-fellowship meeting.

John W. McClure, Bellgrade Lumber Company, was selected as delegate from the club to the annual of the National Wholesale Lumber Dealers' Association at the Waldorf, New York City, March 27-28.

J. H. Hines, chairman of the law and insurance committee, called the attention of the lumbermen to the importance from their standpoint, of the passage of the War Finance Corporation measure, in that this would make it possible for the government to render financial assistance to the firms or corporations engaged in manufacturing war necessities, and in that it would stabilize the value of Liberty bonds and make of them a genuine medium of exchange. He also urged more general use of the trade acceptance, saying that this would make capital liquid and release about $4,000,000,000 now tied up in open credit accounts.

Mr. Hines also referred briefly to the legislation in congress designed to make the purchasing power of the American dollar in every foreign country of the world par instead of about eighty-five cents as at present, thus greatly facilitating purchase of foreign goods. This legislation, he explained, will afford guarantees that Liberty bonds will be paid in full at maturity, with accrued interest, by placing the entire resources of the government behind them.

Hardwig Peres, one of the Four-Minute men of Memphis, delivered a stirring address to the lumbermen, urging them to stand by President Wilson by paying their income taxes cheerfully and promptly and by resisting in every possible way the German propaganda designed to create the impression that this is a "rich man's war."

H. J. M. Jorgensen responded briefly to this address, saying that the lumbermen had only one object in life now, that of making money, but that every dollar they made was available for helping to carry on the war and to insure victory. "Our money is good for that. It will be good for nothing if we let the Germans win," he said in conclusion.

Resolutions of respect and sympathy were adopted by the club in connection with the sudden death from heart disease, Friday morning, March 15, of T. R. Winfield, a member of this organization, president of the Cole Manufacturing Company and an ex-president of the Business Men's Club. These were ordered spread upon the minutes of the club while the secretary was instructed to send a copy thereof to the family and to the business associates of the deceased.

There were more than 75 members and visitors present. The usual luncheon was served. J. F. McSweyn occupied the chair.

Townshend's Statement on Rate Victory

Regarding the recent decision of the Interstate Commerce Commission on the question of re-opening the fifteen per cent advance of freight rates, J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, makes the following statement to the membership:

We have just received a press dispatch from Washington to the effect that the commission has handed down its decision in the Northern and Eastern fifteen per cent case.

This case was the re-opening of the fifteen per cent case which was heard at Washington last spring. Our testimony in the re-opening of this case was given on November 13, 1917, at Washington. In our testimony we stated that the members of the Southern Hardwood Traffic Association were as patriotic as any other citizens in the United States and were willing to do anything and everything in their power to sustain the government in the prosecution of the war, and were perfectly willing to pay additional freight charges if necessary to successfully prosecute the war, but that the members were fully convinced that they are now paying more than their due proportion of the transportation charges, while many other commodities were not paying their due proportion; that in any event they were opposed to a fifteen per cent increase because it would disrupt the present relationship, and as an illustration, we pointed out to the commission that under a fifteen per cent advance, Pine Bluff, Ark., would pay about 1c per 100 pounds more than Wausau, Wis., and in some instances, Evansville would receive a 1c greater advance than Louisville, and that St. Louis would receive a greater advance than Cairo, Ill., etc.; and that the only logical way to establish an advance on lumber would be in cents per 100 pounds; that under no circumstances should the advance exceed 1c per 100 pounds.

The press dispatch indicates that the commission while allowing a fifteen per cent advance, with one exception, on all of the commodities which we showed in our exhibits as being on a better basis than lumber, they allowed lumber and forest products rates to be increased only 1c per 100 pounds, and whereas, these advances effect the Ohio and Mississippi river and northern territory, the through rates from this territory could not be advanced to exceed 1c per 100 pounds. As a fifteen per cent increase would have averaged from 3c to 4c per 100 pounds advance, we feel that we have won a great victory.

We hardly think that the new rates will become effective for several months, but just as soon as we hear something definite on this point, we will advise our members promptly.

Our members are aware of the fact that this association took the initiative in handling this case, and this thoroughly illustrates what can be accomplished through co-operative efforts.

States that Woodstock Committee Doesn't Fix Prices

HARDWOOD RECORD has received the following letter from A. B. Thielens, chairman of the woodstock committee of the National Vehicle and Implement Association, which has in charge the work of handling contracts for the production of army wagons:

2. The committee meets in Chicago at the La Salle Hotel on Thursday of each week and as in the past will always be glad to confer with the lumbermen, singly or collectively. The impression gathered through the misunderstanding on the part of some of the lumbermen is to be regretted of course but the facts are:

(a) The contractors making army vehicles and spare parts, including wheels for the Government, have not combined to purchase woodstock, lumber or other materials, but a committee has been organized and is now known as the woodstock committee or Information Division, whose duty it is to assist the contractor and producer in connection with woodstock, requirements.

1. It is the official committee of the Jeffersonville depot, Advisory to the Quartermaster in charge of that depot.

2. It is a committee officially recognized by the office of the Quartermaster-General in Washington.

3. It is a committee officially recognized by the War Industries Board at Washington.

4. It is also an official committee of the National Implement and Vehicle Association.

(b) The woodstock committee does not arbitrarily fix prices but releases to the contractors and producers alike a list of prices recommended as being fair and reasonable. The plan under which this committee operates has been freely distributed and will be sent upon inquiry to interested parties.

3. The committee does not undertake to adjust differences of opinion that may arise between the contractor and the producer, but will act in a friendly manner on request of either party. There has never been, by request or intimation, any effort on the part of the committee to influence contractors in cancelling orders that may have been placed with producers.

With the Trade

Close Big Arkansas Timber Deal

Probably the biggest single deal in hardwood timber lands ever consumated in Arkansas was last week closed by W. L. Hemingway, president of the Mercantile Trust Company of Little Rock, representing Hough & Redfield of Connecticut and others, when 80,000 acres of hardwood timber land in South Arkansas were sold to the Arkansas Timber Land Company for a consideration of $625,000.00. Frank May, president, and L. K. Salsbury, secretary-treasurer, both of Memphis, acted for the timberland company.

The land lies in a solid tract in Ashley, Bradley, Calhoun, Quachita and Union counties. It was granted to the State of Arkansas by the United States under the Swamp Land Grant of 1850, soon afterwards granted by the state to certain railroad corporations for the purpose of encouraging and assisting in constructing railways, later, upon failure of the railroads to comply with the terms of the grant, the land reverted to the state, and was bought by Hough and Redfield, who held the land for many years, selling it a few years ago to the American Timber Company, an Iowa corporation. The American Timber Company defaulted in the payment of bonds issued against the land, and foreclosure proceedings were brought. The land was sold under court orders and Hough and Redfield again became the owners.

The new owners will develop the land, cutting off the vast quantities

of the hardwoods, including oak, cypress and gum and other merchantable timbers. Later the lands, which will be valuable as farming lands, are to be cleared and placed in cultivation and sold. This tract is said to lie in one of the richest farming sections of the state.

The plant at Newport formerly owned and operated by the Fee-Crayton Hardwood Lumber Company of Dermott, Ark., has been sold, and the new owner is overhauling the plant preparatory to the manufacture of wagon stock.

E. P. Ladd, the well known hardwood lumber manufacturer of Furth, Ark., is now in a hospital in Pine Bluff where he was taken for treatment for bullet shot wounds received by him on March 15. Mr. Ladd interfered with a quarrel that was taking place between a negro man and the mill foreman at Mr. Ladd's plant. The negro turned on him and fired two shots from a revolver. One of the shots penetrated Mr. Ladd's arm and the other entered his chest. Reports from Pine Bluff are to the effect that the wounds are not regarded as serious.

The shingle mill of P. A. Byrd at Wrightsville, Ark., was destroyed by fire on the night of March 10. The estimated loss is $5,000.00, with no insurance. The plant is to be rebuilt.

The Memphis, Dallas and Gulf Railroad has been granted a franchise by the Hot Springs city council, to construct tracks in that city so as to make physical connection with the Rock Island lines entering that city. The move will likely ultimately result in a direct and through line over these lines from Little Rock through Hot Springs to Texas and the West. Some time ago the Memphis, Dallas and Gulf Company was notified by Director General McAdoo that it would be retained by the Government if physical connection were made between that line and the Chicago, Rock Island and Pacific lines at Hot Springs.

Hardwood Ship Supplies

The Gulf Coast Hardwood Milling Company, Sweeny, Tex., has been organized for the purpose of manufacturing live oak ship knees, launching wedges for ships, and tree nails. The company controls 26,000 acres of timberland containing pine, ash, oak, and pecan, and will operate a mill with a capacity of 20,000 feet a day. The officers of the company are: W. H. Gilmartin, president; C. F. Browning, vice president; H. E. Cummings, secretary and treasurer, and P. V. Petty, general manager, the officers constituting the board of directors.

Mackintosh Becomes Dollar-A-Year Man

Charles H. Mackintosh, editor of "Logging" and "The Clyde Diamond," journals published by the Clyde Iron Works of Duluth, Minn., and interested in advertising service work in Duluth, has answered the call for service in Washington as editor of bulletins for the division of four-minute men and the committee on public information.

Mr. Mackintosh is quite prominent in advertising and literary circles, and those in charge at Washington were directed to him through some of his patriotic editorials in "Logging."

The division of four-minute men has charge of the work of the organization of 25,000 patriotic speakers. In addition it prepares and distributes bulletins to the army cantonments here and abroad.

It will be Mr. Mackintosh's work to prepare, assemble and edit material on which will be based the four-minute addresses for the four-minute men and in addition the preparation of bulletins to more than 45,000,000 school children, the purpose being to stimulate their interest in causes and effects of the war. He will also edit bulletins to the cantonments.

Mr. Mackintosh is for the third time president of the Advertising Club of Duluth; president of the Direct-Mail Association, and of Mail Advertising Department of the Associated Advertising Clubs of the World. As president of the Direct-Mail Association he is chairman of the War Service committee.

The officials of the Clyde Iron Works have freely consented to Mr. Mackintosh's acceptance of the call and arrangements will be made to continue the publication of some type of magazine based upon "Logging" and "The Clyde Diamond." He will assume his duties at Washington at the end of March.

Isaac Stephenson

The death of Isaac Stephenson, pioneer in the lumber industry of the northwest and former United States senator from Wisconsin, occurred after a week's illness at the family home in Marinette at 1:35 o'clock Friday morning, March 15. The cause was hardening of the arteries, a condition resulting from the deceased's advanced age, which was nearly eighty-nine years. The veteran lumberman was conscious almost to the last moment. All but one of his children were at his bedside. The report of his demise caused widespread sorrow throughout the state and telegrams of condolence and sympathy were received from all parts of the state as well as from the northwest and Washington, D. C., where the former senator had hundreds of friends. The funeral, held at Marinette at 2:30 o'clock Monday afternoon, March 18, was largely attended notable among the mourners in the cortege being Governor Philipp and several of the state officers as well as a delegation from congress. For five minutes all business and manufacturing plants in the cities of Marinette and Menominee remained idle as a tribute to the twin cities founder and in accordance with a proclamation issued by the mayors of the two municipalities.

Isaac Stephenson was born in York county near Fredericton, New Brunswick, June 18, 1829, and lived a life full of stirring experience through the days when all those who lived in Wisconsin were pioneers. He never shirked a hardship nor expected the man who worked for him to do things he did not himself take part in. He was always democratic and lived in the greatest simplicity. He had a reputation for uprightness and honesty which caused the tax assessors, it is said, to accept his inventory of property without checking it over. Investigations had always shown Mr. Stephenson had assessed himself at a higher figure than the officials themselves would have done.

Mr. Stephenson first went to Milwaukee in 1845 but remained only a short time leaving for Janesville, Wis., where he had much misfortune as a wheat farmer. He determined to try his fortunes in the north woods and in 1848 began a two-year experience as a hauling contractor. His winters were spent in the woods and in the summer he was a sailor on the great lakes. Before he was twenty-two years of age he owned a controlling interest in a large schooner. After several years in the transportation and lumber business, Mr. Stephenson entered politics and in 1866 was elected to the Wisconsin assembly. In 1882 he was sent to congress and served three terms in succession. He was first elected to the United States senate by the legislature at the memorable session in 1906, when, after a deadlock of days, he was chosen by a majority of 3 votes. He was reelected in 1909. The election caused the legislature to file a demand with the senate for an investigation and although the expenditure of $107,000 in the campaign was shown Mr. Stephenson was not found to

CHARLES H. MACKINTOSH, DULUTH, MINN.

THE LATE ISAAC STEPHENSON, MARINETTE, WIS.

J. H. TOWNSHEND, MEMPHIS, TENN.

have used corrupt methods [illegible] gave a clean bill by a subcommittee of the senate and [illegible] by a vote of 10 to 34.

Mr. Stephenson was one of the [illegible] in Wisconsin and his wealth is estimated at close to $40,000,000. The enterprises with which he was closely associated and, for the most part, owned the controlling interest, are the North Ludington Company, the Peshtigo Company, the Stephenson Transportation Company, Sturgeon Bay and Lake Michigan Ship, Canal and Harbor Company, the Stephenson National bank, the Peshtigo Lumber Company, the Marinette and Menominee Paper Company, and the Stephenson Manufacturing Company. He was succeeded with H. A. J. Upham and James K. Ilsley as trustees of the $15,000,000 Wells estate.

Mr. Stephenson was married three times; in 1852 to Margaret Stephenson, in 1873 to Augusta Anderson and in 1884 to Elizabeth Burns. The family consists of Mrs. Stephenson, wife of the deceased, Mrs. Joshua Hodgins, Mrs. H. J. Brown, Mrs. Ralph Skidmore, all of Marinette, Mrs. Nelson J. Ludington, Chicago, and Mrs. J. Earl Morgan, Oshkosh, all daughters. Another daughter, Mrs. W. H. George, died a few years ago as did also his eldest son, Isaac Watson Stephenson. Grant Stephenson, a son, is now a lieutenant in command of an American mine destroyer in foreign waters. Thomas and William Stephenson, half brothers of the senator, reside in Marinette. The grandchildren are Miss Margaret Hodgins, Marinette; Howard George, in officers' school at Camp Custer, Isaac George of Marinette, Isaac W. Stephenson and Mary Elizabeth Stephenson, also of Marinette and the three little children, two sons and a daughter of Grant Stephenson in Milwaukee. A great grandchild, Elizabeth Carpenter George, is but a month old, the mother being in Menominee, Mich.

Rev. Samuel Plantz, president of Lawrence college of Appleton, Wis., officiated at the funeral, assisted by Rev. Mr. Reynolds of Gram Methodist church at Marinette.

Mr. Stephenson was a generous contributor to the welfare of his home city, having donated sites for parks as well as various monuments for their beautifying, and also donated the Stephenson public library and endowed the Stephenson manual training school and several other public buildings.

Pertinent Information

Building Immense Army Warehouse

Work is now under way at Chicago on the first two units of a three-unit government warehouse that is to cost more than three million dollars and when completed will be one of the biggest buildings of its kind in the world. The building is to house the quartermaster's and ordnance stores of the army.

The units of the building now being built will provide a total of 1,200,000 square feet of floor space and about 18,000,000 cubic feet of storage space. The third unit which may be added at any time will give the building a total of 1,800,000 square feet and 27,000,000 cubic feet.

Seventeen thousand five hundred carloads of material, including 3,500,000 feet of lumber, will go into the first section of the building.

Baltimore Exports Show Advance in January

The showing made by the statement of exports for January is quite satisfactory, as compared to what has gone before when the general situation is considered, though, of course, the volume of business done amounts to only a fraction of the aggregate in normal times. For almost the first time fir boards have a place in the statement, not less than 96,000 feet, of a declared value of $4,604, having gone out for the month. White pine also figures in the list, but with a very small lot, and poplar is held down to limited proportions. "All other boards," however, are again in evidence, and with not less than 194,000 feet valued at $10,043, at that. But spruce, as was to have been expected, again holds a position far in the lead of all other woods, making up in fact, all but a small part of the total, with shipments of 1,118,000 feet of a declared value of $116,806, against a total for all the exports of $143,058. The striking feature about the shipments of spruce lies in the sharp advance in value, the exports for January being worth more than the 1,279,000 feet shipped in the corresponding month of 1917, which were valued at not more than $88,440. The variety of shipments was greater last January than a year ago, which suggests that a further depletion of stocks abroad must have taken place.

American Vessels in Commerce

In 1915 American vessels carried our exports to the value of $366,512,946; in 1916 the value rose to $656,245,026; and in 1917 to $934,256,237. During the same period our exports were carried in foreign vessels to the amount of $2,770,301,315 in 1915; $4,129,331,285 in 1916, and $4,432,796,778 in 1917. American vessels increased their carrying nearly threefold and foreign vessels fell short of twofold.

May Collect Additional Statistics

Franklin H. Smith of the Forest Service, Washington, D. C., spent last week in Chicago in the interest of the forthcoming lumber census. A movement is on foot to collect fuller statistics of the annual production of veneers and cooperage stock than has been done heretofore. These two important branches of wood utilization have not been included in yearly statistics, as lumber has, and there is need for fuller information.

Hardwood News Notes

MISCELLANEOUS

The H. H. Wiggin Lumber Company has incorporated at Boston, Mass., with a capital of $100,000, as has the Milwaukee Woodcraft Corporation, Milwaukee, Wis., at $25,000; the Greensburg Lumber & Mill Company, Youngwood, Pa., capital $60,000; and the Rochester Moulding Works, Rochester, N. Y., at $50,000.

The capital stock of the Vetal Lumber & Manufacturing Company, Knoxville, Tenn., has been increased to $100,000.

At Thomasville, N. C., the Hoover Chair Company has sustained a loss by fire.

The Gillett Manufacturing Company, Clio, Mich., has made a change in its capitalization, it having been increased to $100,000.

CHICAGO

The Frain-Doud Manufacturing Company has incorporated at $4,000 to manufacture phonographs at 4524 N. Crawford avenue, city.

The J. L. Metz Furniture Company has been incorporated here.

Frank F. Fish, secretary of the National Hardwood Lumber Association, leaves this week for New York where he will attend the meeting of the National Wholesale Lumber Dealers' Association. Since closing up the associations' emergency bureau office at Washington and returning to Chicago Mr. Fish has been "under the weather" physically but is getting around to normal condition again.

The grading rules committee of the National Hardwood Association met at Chicago on Friday of last week, there being a full list present. Among those who attended were: M. J. Fox, Von Platen Lumber Company, Iron Mountain, Mich.; H. C. Fowler, Case-Fowler Lumber Company, Macon, Ga., and John McClure, Belgrade Lumber Company, Memphis. Mr. McClure came on directly from Washington, D. C., where he with R. L. Jurden and John M. Pritchard, respectively president and secretary-manager of the American Hardwood Manufacturers' Association, were in protracted and momentous conference with officials on the question of wagon oak for war vehicles. The session of the grading committee did not complete the work before it and it is likely that another meeting will be called in the near future.

Representatives of the panel industry met in Chicago on Friday of last week, among those attending being, D. E. Kline, Louisville; Howard Young of Indianapolis, Ind., secretary of the national organization, Mr. Teesdale, Forest Products Laboratory, Madison, Wis.; Mr. Thompson, Carrom Company, Ludington, Mich.; E. W. Benjamin, Cadillac Veneer Company, Cadillac, Mich.; E. V. Knight, New Albany Veneering Company, New Albany, Ind.; A. E. Gorham, Gorham Brothers Company, Mt. Pleasant, Mich.; J. T. Crandall, Crandall Panel Company, Brocton, N. Y., and C. B. Allen, Allen-Eaton Panel Company, Memphis, Tenn. The bulk of discussion at the sessions had to do with ways and means for 100 per cent efficiency in meeting the government's call upon the panel industry in connection with its airplane program.

Reports of inspectors' work in the latest bulletin of the National Hardwood Lumber Association show 9,764,077 feet inspected by salaried inspectors; 2,202,534 feet by fee inspectors, making the total 11,996,611 feet of February inspections.

Owing to his inability to give to the office the time which it requires, L. J. Pomeroy has resigned his office as jabberwock in the interest of Hoo-Hoo. A. C. Quixley succeeds him. Mr. Quixley in turn is succeeded as vice-gerent snark by G. A. Vangness.

HARDWOOD RECORD has received copy of the banquet program of "Atkins Pioneers," an organization of twenty-year employes of E. C. Atkins & Co., Indianapolis. Another interesting publication is a valuable booklet entitled "Housing and Industry" by W. S. Whiting of the National Lumber Manufacturers' Association.

Chicago welcomed quite a few distinguished visitors last week who were here on personal business affairs. The list includes: W. W. Gamble, general manager, Yawkey-Bissell Lumber Company, White Lake, Wis.; W. T. Grossman, Tipler-Grossman Lumber Company, Green Bay, Wis.; G. W. Jones, G. W. Jones Lumber Company, Appleton, Wis., and J. K. Ferguson, Ferguson Hardwood Company, Paducah, Ky.

BUFFALO

An official report made as to housing conditions in Buffalo shows that there are ninety-eight vacant houses and 107 flats. Accommodations are not so much unequal to the needs of factory workers as was at first claimed, but with an increase in the number of workers in munition plants this summer it is expected that a large demand for houses will develop. The reports that the government may interest itself in the housing problem has created much interest among real estate men and builders here, but it is not believed that the plan will be carried out in this city.

A timber-owner and lumberman from Florida was here the other day

trying to interest boat men and the canal interests generally in an enterprise to build canal fleets on his premises, where there is plenty of timber and plenty of other resources. These boats can then be brought up safely to New York and put into the canal fleet. The timber is mostly yellow pine, with some oak, and the owner claims that this is the cheapest and surest way of turning out canal boats for the new barge canal this season. People are very slow in taking up these projects, and it looks now as if the season would be well under way before anything at all is done, much as transportation facilities are needed between here and New York.

At the annual meeting of the Buffalo Lumber Exchange Horace F. Taylor was re-elected president, Clark W. Hurd vice-president and John S. Tyler secretary-treasurer. All were chosen unanimously. Directors were elected as follows: Horace F. Taylor, M. M. Wall, Henry I. George, Clark W. Hurd, M. P. Kinsella, C. Walter Betts, William L. Blakeslee, R. F. Kreinheder, Elmer J. Sturm, Harry L. Abbott and John S. Tyler. The exchange commissioned Millard S. Burns to enter complaint before the Interstate Commerce Commission as to the discrimination of the railroads against Buffalo. Mr. Burns is acting in connection with the Chamber of Commerce. He has made his report and received an answer from the commission, agreeing to take the matter up.

Fire caused a loss of several thousand dollars March 9 at the planing mill of the J. E. Cutler Company, Welland, Ont. The portion containing the machinery was saved with little loss.

F. M. Sullivan of T. Sullivan & Co., has returned from a business trip to Michigan and reports that traffic conditions are showing little relief as yet.

PITTSBURGH

The American Lumber and Manufacturing Company is rushing its big operation at Lenox, Ky., in order to provide oak and other hardwood to fill the government orders which it has taken for shipment on eastern Seaboard points.

The Acorn Lumber Company reports a big inquiry from manufacturing and industrial concerns and says that prices on most stocks are very firm so that the wholesaler can often get a nice premium for quick delivery.

A. D. Knapp of the Nicola Lumber Company expects to make a business and pleasure trip to the South shortly. He reports business improving, but wholesalers very cautious about what they take on.

E. H. Schreiner Lumber Company says that oak and maple are in splendid demand with every indication that present prices will be continued right through this year.

J. W. Hulse, formerly manager of the old McDonald Lumber Company of this city, is now making a success of drilling oil wells in Ohio. His latest operations have been in Morgan and Trumbull Counties.

J. K. Fawcett, formerly of the Kendall Lumber Company, is now a lumber expert on the Pacific Coast in the employ of the United States Shipping Board.

The Yellow Poplar Lumber Company at Coal Grove, Ohio, resumed operations in full last week, and will make a big cut of lumber this summer.

R. M. McGee and George Bowers, of Big Run, Pa., have bought a tract of virgin white oak timber at Marion Center, Pa., and expect to produce 2,500,000 feet of lumber from the tract.

The Frampton-Foster Lumber Company reports the demand for oak almost phenomenal. Prices are going out of sight and anybody who can deliver stock quickly has got a big "jump" on the market.

The Allegheny Lumber Company finds business good—better in fact than can be handled in the face of delayed shipments and deliveries. Buyers are coming into market more frequently and are more disposed to pay good prices for hardwood than a few weeks ago.

Mayor E. V. Babcock of the city of Pittsburgh, spent two weeks lately among the cantonments in the South. He is back on the job now and already is making some notable improvements in showing how to run Pittsburgh on a business basis.

BALTIMORE

Notification of the various changes made in the by-laws of the Baltimore Lumber Exchange at the last quarterly meeting held on March 4 have been sent out to the members by Secretary L. H. Gwaltney. Perhaps the most important of these changes is the increase in the charge for inspection of lumber to 60 cents per 1,000 feet, of which amount the inspector gets 53 cents and the exchange seven cents to maintain the bureau.

The large four-story brick factory of the Cumberland Valley Spoke & Bending Company was destroyed by fire on the night of March 16. The origin of the blaze is not known, but as the company was engaged on government work a suspicion of incendiarism is entertained. The loss is estimated at $50,000, partly covered by insurance. Henry F. Wingert is president of the company.

That building operations here continue to lag is shown again by the statement of the building inspector for February, during which month the declared value of the structures for which permits were issued did not exceed $394,885, with $47,926 more for additions and $45,400 for alterations. The structures authorized during the month included eight two-story brick dwellings, valued at $18,000; one power house, $65,000; sixteen manufactories and warehouses, $300,150, and eight garages, $11,735, a grand total of $488,210. This falls far below the aggregate for corresponding months of other years, and shows to what extent the unsettled general conditions, the high prices of materials and the scarcity of labor have operated to check construction work. The demands upon the yards from the builders are very limited, and the government continues to be the largest customer of the lumbermen, though, of course, this business is mainly in yellow pine and other soft woods.

Major G. L. Wood, who prior to entering the service of the United States with the Forestry Regiment assembled at Washington, was vice-president and general manager of the R. E. Wood Lumber Company, Continental building, is back from France on a visit and has been renewing acquaintances during the last week.

A cargo of 2,000,000 of spruce shingles arrived here from Nova Scotia in the British schooner E. E. Armstrong about March 8 for William M. Burgan. It was expected that commencement of construction work on several hundred houses for the government to accommodate the increase in the number of ship workers at the plant of the Bethlehem Steel Company and other corporations here might cause an urgent demand for the shingles, but the project in question has not yet been started, though there can be no doubt that a good demand for the shingles will be found.

Recent visitors here include J. W. Haigh of the Engineering & Lumber Company, Ltd., of London, who came to the United States to see about opportunities for getting hardwood stocks shipped to the United Kingdom. Among others he called upon Harvey M. Dickson, secretary of the National Lumber Exporters' Association.

William H. Russe of Russe & Burgess, Inc., Memphis, was here on March 8 and also saw Mr. Dickson, going with him the following Monday to Washington, where Mr. Russe had business with government officials.

The special committees include the following:

Auditing—Holger A. Koppel, Baltimore.

Marine Insurance—John L. Alcock, John L. Alcock & Co., Baltimore; Edward Barber, Howard & Barber, Cincinnati; Gustave A. Farber, Russe & Burgess, Inc., London.

Importation of Hardwoods and Other Woods—W. J. Eckman, M. B. Farrin Lumber Company, Cincinnati; W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; R. C. Whitbeck, Ferd Brenner Lumber Company, Alexandria, La.; R. S. Huddleston, Huddleston-Marsh Mahogany Company.

Merchant Marine—John L. Alcock, John L. Alcock & Co.; Richard P. Baer, Richard P. Baer & Co., Baltimore, and Holger A. Koppel, Baltimore.

Liverpool Measurements—Gustave A. Farber, Russe & Burgess, Inc., Memphis, London, and two others to be appointed at the discretion of the president.

National Councillor U. S. Chamber of Commerce—John L. Alcock.

Alternate National Councillor of U. S. Chamber of Commerce—W. J. Eckman, M. B. Farrin Lumber Company.

COLUMBUS

The death of Peter Kuntz, Sr., March 3, at his home in Dayton, Ohio, removes from the industry in this state the largest retail lumber yard owner in Ohio, and one of the largest line yard owners in the country. He was one of the first men in the country to undertake co-operative purchasing, and the collective direction in the line yard system which has since become an almost dominant factor in the industry, especially in the thinly populated sections of the West. Mr. Kuntz was born in Germany seventy-nine years ago, and came to America when he was but two and one-half years old.

The work of rebuilding the planing mill of the Lyman Hawkins Lumber Company of Akron, which was destroyed by fire February 2, will be started at once. A loss of about $30,000 entailed the further loss of interruption in work connected with government contract.

The Lockland Lumber Company of Cincinnati has wired a protest to Washington against the proposed elimination of the jobber from the coal trade, by which Fuel Administrator Garfield considers he can bring about a more equitable distribution of fuel.

The Washington Court House Lumber Company has recently purchased from L. B. Banks the Hillsboro Lumber Company of Hillsboro, Ohio. L. G. Barger has been made manager of the concern under the new management.

R. W. Horton of the W. M. Ritter Lumber Company reports an increasing demand for hardwoods as the spring advances. This is especially true of the retail demand, which is becoming stronger. Factories, especially those making boxes and implements, are also good customers. Prices have recently been advanced.

The Imperial Lumber Company, of which J. A. Ford is at the head, is having a good hardwood trade with prices strong in every particular.

Plans for new storage plant and garage have been completed by the Black River Lumber Company of Lorain, Ohio, which firm is controlled by the Peter Kuntz Company. The warehouse will occupy a plot 600 feet long, and will be of frame construction with concrete floor. Officers of the company are: President, Peter Kuntz, Jr.; vice-president, Joseph Murphy; secretary, Martin Kuntz; treasurer, J. I. Murphy, who also is general manager.

The West Liberty Lumber Company of West Liberty, Ohio, has been incorporated with a capital of $20,000 to deal in lumber. The incorporators are Peter Kuntz, Jr., Martin Kuntz, J. A. Payne, Joseph Murphy and E. R. Albaugh.

CLEVELAND

First unit in a series of warehouses, being erected by the Brooklyn Lumber Company, is nearing completion. While this firm has been considered one of the leading factors in the Middlewest in yellow pine, it is now recognized as an important distributor of hardwoods, and special attention has been given to this division in the erection of the new warehouse. All hardwoods are stored on the second floor of the new building, each material in a separate compartment behind sliding doors. The material is arranged upon racks, so that a small or large quantity may be taken out, without disturbing the rest. Principal hardwood carried here is oak flooring and interior trim.

Contracts for aeroplane and other aircraft propellers are soon to be considered by the propeller section equipment division of the Aircraft Board, which has established offices at Union building, Euclid avenue and East Nineteenth street, this city. F. M. Sibley is director of this division. Following the policy of the government to limit publication of information concerning its equipment activities, detailed information regarding this equipment is withheld. According to Mr. Sibley, however, the aircraft division will be in the market for first and second quarter sawed white oak, birch and yellow poplar, and will be pleased to receive communications at its offices here.

INDIANAPOLIS

In a statement recently prepared for publication to disclose the importance of some of the industries of Indianapolis, John H. Talge, president of the Talge Mahogany Company, asserts that Indianapolis is without doubt the largest veneer center in the world, New York being second. He estimates the value of the output of the city's veneer mills at $3,500,000 annually. Mr. Talge does not believe that the war will seriously interfere with the successful operation of the veneer mills, although he said it is increasingly difficult to receive shipments of foreign woods. This condition has resulted in a greatly increased demand for the domestic woods, he declared.

The Central Lumber Company of Indianapolis was incorporated last Tuesday with a capitalization of $10,000. Directors of the company are Elmer W. Hugher, Augustus Jennings, and Lewis Wallace. The company expects to engage in the manufacturing end of the industry.

The E. & W. Lumber Company of South Bend, Ind., has just increased its capitalization from $3,000 to $10,000.

A judgment of $7,500 was received in a county court of Lebanon, Ind., by Otto Burroughs, against the Talge Mahogany Company of Indianapolis. The plaintiff claimed that he was injured permanently while in the employ of the company two years ago. During the trial the defendant offered to compromise the case for $2,000 and the plaintiff held off for a settlement of $3,000 with the result that no compromise was effected.

Robert H. Foster, head of the Robert Foster Lumber Company of Indianapolis, has been appointed a field secretary of the American Red Cross. Mr. Foster has been assigned to camp relief work at the army post at Fort Benjamin Harrison, a few miles northeast of Indianapolis. It will be his duty to look after the needs of the sick soldiers and to supply all of the men with the regulation Red Cross equipment.

EVANSVILLE

Claude Wertz of Maley & Wertz, hardwood lumber manufacturers of this city, returned a few days ago from St. Louis, where he was called on a business mission. Mr. Wertz reported trade in that city very good.

The Ohio river here was on a rampage about a week ago and passed the danger line of thirty-five feet at Evansville on Tuesday, March 19. According to the government forecaster at Evansville, a stage of about thirty-six or thirty-seven feet would be reached, but he did not think this would do any serious damage to interests along the river. The high water is expected, however, to delay many of the farmers in the lowlands from plowing for their corn crop.

A boom has been started for William H. McCurdy, president of the Hercules Buggy Company at Evansville, for the republican nomination for Congress in the first Indiana congressional district. Mr. McCurdy is one of the leading citizens at Evansville and has been prominent in affairs of his party for a number of years.

Fred Bergman of Bergman & Mann, planing mill owners and lumber dealers at Chrisney, Ind., was a business visitor here a few days ago.

James Hunnell, aged seventy-three years, one of the best known lumber salesmen in this city, died on March 17 from heart disease. Mr. Hunnell was in apparent good health up to the time of his death. For more than thirty years he had been connected with the Edward Hines Lumber Company of Chicago and traveled through Indiana, Illinois and Missouri, where he was well known. He is survived by his widow.

Practically all the lumber manufacturers and retail dealers in this city will take an active and leading part in the third Liberty loan campaign that will be launched on April 6. Among these being Daniel Wertz and

Claude Wertz of Maley & Wertz, Elmer D. and Paul W. Luhring of the Luhring Lumber Company, Charles A. Woollin of the Woollin-West Side Lumber Company, J. C. Greer of the J. C. Greer Lumber Company, Frank M. Cutsinger and Joseph Waltman of the Evansville Band Mill Company, Louis Holtman of the Schnute-Holtman Company, George O. Worland of the Evansville Veneer Company, Roy Foster of the McFerson & Foster Company, Bert Tisserand of the J. C. Greer Lumber Company, Theo. E. Rechtin of the Theodore E. Rechtin Lumber Company and many others.

Plow manufacturers in Evansville report they are having a good run at the present time and the four large factories here are being operated on steady time. A great many plows turned out here are being shipped to the South and manufacturers report they are getting more freight cars than they were able to secure a few weeks ago. They say the outlook for business is good.

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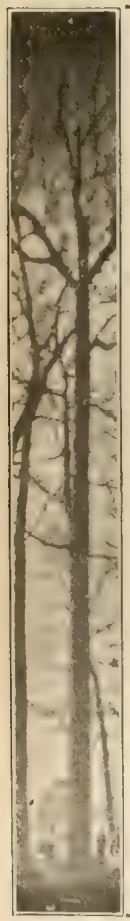

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Hardwoods

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MEMPHIS

Lumber interests here are breathing much more freely on the score of flood conditions. They felt certain a little while ago that there would be one of the most disastrous stages in the history of the Mississippi, but they are rapidly coming to the conclusion that they have nothing to fear in this line this season. No high water is indicated at the present time, and so much of the snow and ice in the upper valleys of the Mississippi and its tributaries has disappeared that no danger is feared from that source.

Moore & McFerrin are rebuilding their sawmill in North Memphis, which was destroyed by fire a short time ago. The new plant will be equipped with a band saw, and will have a capacity of twenty-five thousand to thirty thousand feet daily. This firm is engaged in the manufacture of box shooks, but is only able to operate its box factory on partial time because of the difficulty of getting low grade cotton wood and gum therefor.

S. H. Stout has been chosen by the Anderson-Tully Company of Memphis to operate its big band mill at Vicksburg, Miss. He succeeds N. J. Shepard, who has accepted the position of manager of the plant which is being constructed by the Utley-Holloway Company of Chicago at Clayton, La. This mill will be ready for operation in a few days and will have very large capacity. It will be used to develop the timber on thirteen thousand acres of land acquired by that firm last year.

The H. W. Darby Lumber Company of Grenada, Miss., has opened a sales office in the Bank of Commerce Building here. It is in charge of F. A. Brewer, sales manager of the company. Mr. Darby will remain at Grenada and will superintend operation of the four mills of the company located as follows: One at Kosciusko, Miss.; one at Greenwood, Miss., and two at Money, Miss. This firm will have a yearly output of about twenty million feet of hardwood lumber. It owns 6,000 to 8,000 acres of stumpage in Mississippi. A large part of this output is tupelo gum and cypress.

Four more new members have been received by the American Hardwood Manufacturers' Association, as follows: Port Barre Lumber & Tie Company of Port Barre, La.; H. B. Blanks Lumber Company of Vicksburg, Miss.; M. E. Leming, Leming Lumber Company of Cape Girardeau, Mo.; Cybur Lumber Company of Cybur, Miss. This makes a total of fourteen members the association has received who were not identified with either the old gum or oak associations which it succeeded.

Box manufacturers at Memphis are doing the largest business in their history. Indications are that they will continue to operate on this phenomenal scale for quite a while, as they are receiving more orders than they can promptly handle. They are paying the highest prices ever known for low grade cotton wood and gum and are likewise securing higher prices than ever before for their output. There is a scarcity of this class of lumber and the box plants are not able to operate on as full schedule as the managements thereof would like. Orders are having to be turned down almost every day and it is beginning to look as if this unusual demand will continue for the period of the war.

Manufacturers of tight and slack cooperage stock are likewise finding their books unusually full of orders. Wooden containers of every kind have been in extraordinary demand for quite a while, and members of the trade believe that this unusual call will continue indefinitely. Every effort is being made by the manufacturers of cooperage stock, as well as finished barrels, to get together all the material that can be assembled. They are meeting with much difficulty on this score because of the serious shortage of cars. Most of these plants, however, are able to operate on pretty full time now, as the situation is improving from both a weather and transportation standpoint.

Walker Wellford, general manager of the Chickasaw Cooperage Company, has returned from Pt. Arthur, Texas, where the Pt. Arthur Cooperage Company has begun operation of a new finishing plant. Mr. Wellford is president of this new firm.

KNOXVILLE

C. F. Maples of The Maples Lumber Company, was in Cincinnati last week in the interest of his concern and reports a very successful trip.

The Andes Lumber Company has recently closed a big contract for a large amount of pine lumber sold to the government for shipbuilding purposes.

J. M. Logan of J. M. Logan Lumber Company, has just returned from a trip in Alabama where he is operating several mills and reports business very active in all departments.

H. C. Kopcke of the Kimball & Kopcke Company, spent the month of February in Sheffield, Ala., where he went to assist the government in its large work in building the nitrate plant number two at Muscle Shoals.

The Vestal Lumber & Manufacturing Company is filling a government contract and getting out large quantities of dimension oak. Its mill at Fonde, Ky., has been out of logs for a short time and on account of the bad weather had not been running full time but at present is running to capacity.

J. Marion Miller of the Miller Lumber Company, has just closed a trade for a large tract of timber containing some fine oak and poplar which he expects to manufacture in the immediate future. Mr. Miller is

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an expert in handling portable saw mills, having had many years experience, and when he manufactures lumber the successful selling of it is assured.

L. H. Shaffer of the L. H. Shaffer Lumber Company, has just purchased a large boundary of timber and expects to operate it at once. He makes a specialty of oak and has a large number of orders booked for future shipments.

Walter McCabe has been busy as usual handling a large block of switch ties and cross ties and reports business very good with his concern.

The last convention held in Cincinnati of the Hardwood Manufacturers' Association was attended by 80 per cent of the Knoxville Lumbermen's Club and the report given by each of the lumbermen who attended was very flattering to the Cincinnati lumbermen who acted as hosts. Walter McCabe said that it was the first convention he had attended and if it was an index of all other conventions he would never be absent from any more.

The Lumbermen's Club of Knoxville holds its regular bi-monthly meetings and has derived much good from the organization and the spirit of co-operation among all the wholesalers in Knoxville was never better than at the present time.

LOUISVILLE

Contracts have been let for rebuilding the burned sections of the plant of Voss Table Company of Louisville, which suffered a fire a few weeks ago, the total damage to that plant and the Embry Box Company, and Embry Lumber Company, running over $50,000. Contracts have also been let by the Palmer & Hardin Manufacturing Company for rebuilding furniture plant and equipment recently burned in Portland.

The Holly Ridge Lumber Company, Louisville, operating sawmills at Meeker, Monroe and Holly Ridge, La., has purchased an additional bandmill at St. Landry, La., taking over the plant of the Climax Lumber Company, at that point. This mill has a daily capacity of about 50,000 feet, which with that of the other three mills gives the company a fairly large hardwood production capacity. This concern also has a wholesale department at Mobile.

Members of the Louisville Hardwood Club and other lumber and timber interests of the state, as well as the woodworking interests and employers in general, are much relieved over the action taken by the legislature in killing the proposed eight-hour law before the house, which had passed its second reading, and which was becoming of a dangerous nature. A drastic measure of this kind would have greatly handicapped the manufacturers at a time like this, when labor can hardly be obtained at any price.

The Louisville Branch of the Southern Hardwood Traffic Association is planning to secure larger quarters and increase its operating force due to having recently taken in several new members, among whom are the Evansville Band Mill Company and Evansville Veneer Company, Evansville, Ind., and I. B. Wilcox Company of Louisville, with mills at Sunflower, Miss. The Louisville organization held its monthly meeting on March 19, at which time these concerns were accepted.

The Louisville Hardwood Club at its second March meeting, held on March 19, discussed at some length the present government requirements and probable future requirements, which at present are principally for use in wagon, truck and aeroplane manufacturing. It was shown that the thicker stocks of oak, ash, some hickory and poplar are the principal items other than walnut and mahogany which have been in big demand for months. Inspection of hardwoods, and manufacturing stunts on getting the best cuts for thick stocks, were also discussed. Present at this meeting as guests were Mr. Hagerman of the National Veneer & Lumber Company, Indianapolis, and Howard Shedd of the Detroit office of the Holly Ridge Lumber Company.

The Winchester Lumber & Manufacturing Company of Winchester, Ky., recently lost its plant and yard stocks in a fire, which destroyed all of the mill buildings, dry kilns, etc. The loss is placed at $60,000 to $70,000, with insurance on the mill of $25,000. When first discovered the fire was breaking through the roof of the furniture manufacturing plant, but could not be controlled due to shortage of fire equipment, another fire having broken out at the same time in a residence district.

The outlook for sales of hardwood flooring and interior trim is not especially bright at this time, as from all indications building this season will be restricted largely to plant additions, new industrial plants and building of medium priced or cheap residences. So far there has been very little activity shown in the building trades, in spite of good weather, and most of the work that is coming out is for warehouses and plant additions of one kind or another.

That thieves in Louisville have grown overly bold was shown a few days ago at the plant of the Smith Cooperage Company, when a thief entered the office during the noon hour and cleaned out the cash box, while the bookkeeper had stepped out into the plant for a minute or two.

Indications are that several of the recently organized lumber companies and concerns holding timberlands in eastern Kentucky will shortly be in position to start developments, as the coal interests in several districts have managed to get the railroads to start work on new branches, which will open up territories which have been closed in the past. In the Whitesburg district, principally in Letcher county, a number of branch railroads are now being constructed into coal and timberlands.

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All machinery and equipment, belts, pulleys, etc.; 7 ft. Clark Band Mill; 5 Boilers; engines, dry kilns; also hardwood flooring plant. Will sell as a whole or separately. For full list of machinery and prices, apply S. S. Fletcher, Trustee, Decatur, Ala.

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WHITE AND RED OAK AND YELLOW POPLAR
We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough.
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The traffic situation has become worse instead of better in the Louisville district during the past two weeks, due largely to the general shortage of cars in the South, which has resulted in several of the southern lines, including the Mobile & Ohio, Cotton Belt, Illinois Central and Iron Mountain placing embargoes against their equipment leaving their lines. Shipments from Louisville are managing to get through in fairly good shape, but through shipments from the southern mills are being handled only with great difficulty. A good deal of material at this time is moved to Louisville, the freight paid here, and handled as a new shipment to the East, thus losing on the reconsignment privilege. However, prices have been so good that in some cases the losses could be absorbed.

WISCONSIN

The Menominee Bay Shore Lumber Company, Soperton, Wis., has presented each employe of its saw and planing mills, lumber yard and office with a $50 Liberty bond and $10 in cash as a bonus on 1917 wages. The bonus was paid to those who on January 1 had completed three years of continuous service, which includes about one-third of the entire working force.

The McGeoch Estate, West Allis, which is given credit for a large share in the establishment and upbuilding of this big manufacturing suburb of Milwaukee by the erection of residences and workmen's dwellings, has undertaken the construction of fifty new homes and may double this number because of the great demand for housing accommodations. The lumber is being furnished by the Tower-Hubbard Lumber Company, West Allis, and the millwork by the Grobben Manufacturing Company, Milwaukee. During the last ten years the McGeoch interests have built more than 300 homes in West Allis.

The Paine Lumber Company, Oshkosh, considered one of the largest manufacturers of sash and doors in the world, on March 16 distributed the sum of $32,378.46 on a profit-sharing plan among its employes. The payment was made on the basis of 1917 earnings of all employes in service for more than one year's time. About 900 of the 1,100 employes shared in the distribution. Following the payment, a campaign was conducted among the workmen to invest their dividends in War Savings Stamps.

The Home Builders' Finance Company, Milwaukee, organized with a capital stock of $100,000 by Milwakee woodworking and lumber interests, has perfected its organization by the election of these officers: President, Jesse Cappon; first vice-president, George F. Eller; second vice-president, B. F. Hewitt; secretary, H. R. Graham; treasurer, W. B. Osborn; assistant secretary and treasurer, A. J. Obenberger; directors, Stephen Croft, Henry Droegkamp and Edward Schildknecht.

The Menominee River Boom Company, Marinette, at its annual meeting re-elected all officers, including Hon. Isaac Stephenson, who died several days later. The 1917 drive practically completed the active operations of the company. In the largest season, which was in 1889, the company floated 642,137,348 feet of logs down the Menominee. The smallest drive was in 1916, when 15,591,850 feet were brought to the Twin Cities. This was exceeded last year. In 1893 there were twenty-one sawmills on the river, while at present there are but five, and in recent years only three of these received logs by water.

John T. Yule, the last of the coterie of pioneers who established a vast wagon manufacturing industry in southern Wisconsin, died at his home in Kenosha, Wis., on March 16, at the age of 87 years. Mr. Yule was actively engaged in wagon manufacture for more than fifty-five years.

Milwaukee is to have a large aeroplane manufacturing industry, which will use a large amount of the capacity of local woodworking plants, whose business has suffered considerably from the curtailment of building operations. As the result of the efforts of the millwork bureau of the department of manufactures of the Milwaukee County Council of Defense, a movement has been put under way to bring to Milwaukee the Lawson Airplane Corporation of Green Bay, Wis., which needs larger facilities and more capital to handle prospective government contracts. A committee of representative business men of Milwaukee is now engaged in making a canvass with a view to interesting local capital in the Lawson company, the idea being to increase the capital stock from $200,000 to $500,000. The Lawson company is to move its plant to Milwaukee and do the assembling work, while local woodworking factories are to manufacture the materials. At this time it appears that the undertaking will be successful.

The Milwaukee County Council of Defense, with the co-operation of about 100 representative manufacturers and merchants, is raising a fund of $30,000 with which to establish and maintain a bureau in Washington, D. C., to provide Milwaukee and Wisconsin industries with information enabling them to make bids for government contracts. The woodworking industries are especially active in the plan, as they not only have considerable unusued capacity available, due to the slackening of new construction and peace-time demands, but feel that Milwaukee has been badly neglected in the distribution of war material contracts. It has been discovered that 75 per cent of all war work has gone to seven eastern states, none of which has resources and industrial facilities equalling those of Wisconsin.

The Wisconsin State Conservation Commission during the past winter logged approximately 100,000 feet of timber in the Peninsular State park in Door county, Wis., under its plan to take 1,000,000 of the 5,000,000 feet of timber in the reservation during the ten-year period ending in 1927.

[illegible] has been [illegible] that the logging operations will greatly reduce the natural beauty of the [illegible] but the commission says that it has made a very careful survey [illegible] cutting out only such timber as will enhance the development of the reserve.

Employees of the [illegible] Company, Milwaukee, at its mills and logging camps in Ashland, Wis., and vicinity have pledged themselves to give more than $4,000 for war relief work during 1917. The city of Ashland recently adopted the "Kenosha plan" of raising funds of this character by appealing for stated pledges among employers and employes alike, rather than to conduct separate campaigns for funds each time certain relief bodies need more money, and already $40,000 has been [illegible] in Ashland [illegible] of the year.

The Hardwood Market

CHICAGO

Added difficulty attends shipment of lumber to and through Chicago, which suffers both because of car difficulties and because of broken mill stocks. Further development has been noted of late in war work and all box interests are working to the utmost to keep pace with demand. The normal factory demand has shown a good deal of activity of late, due to a growing realization that augmented war production by saw and veneer mills and panel plants is gradually cutting down on commercial production.

Speaking of war orders and especially in connection with the controversy over prices for thick oak for war vehicle contracts, a statement giving an interesting angle to the situation comes from a Chicago concern to the effect that it has just sold a considerable block of thick oak at prices demanded by the lumbermen. This gives the true indication of going market.

BUFFALO

The hardwood trade is still considerably handicapped by the embargoes existing in many localities, though the demand is reported to be on a fairly large scale. Local manufacturers are taking a good quantity of stock of various kinds and in some directions the railroads are handling lumber better than a few weeks ago. Everything nowadays is wanted for quick delivery and in filling orders the local market has a good advantage, as assortments cover a wide range of stock and cars are as plentiful here as in any other market. Prices are generally strong.

War plants are taking the bulk of the lumber moving, which includes a good proportion of oak, maple and ash, particularly in thick stock. The furniture factories are not taking any large amount of lumber just now and the building outlook is poor. From present indications the carpenters of this city will make demands on April 1 which are regarded by the builders as excessive and they expect a slowing down of building operations. Most all the permits granted here at present are for small work and much of it is for repairs. No large buildings appear to be in sight.

PITTSBURGH

Hardwood men are getting busy. The only thing they lack is cars. Inquiry is fine. Mills are cutting a lot of good stock in tri-state territory, but everywhere there is the same complaint about the difficulty in getting shipments. Embargoes and car shortage make delivery of lumber anything but a sure job. The biggest demand in the hardwood line is for oak, not only timbers but also bill stuff. Maple comes next with a big inquiry for this stock from the furniture manufacturers. Chestnut, hickory and ash are splendid sellers. Automobile stocks are less in demand on the average than last year. The prices on all hardwood are very firm and business would be good all along the line if shipments could be made.

BOSTON

The noted advances in beech, birch and maple or the hardwoods available in New England and New York state, have now been followed by sudden large increases in other hardwoods. With poplar now selling at nearly the standards of quartered oak a few years ago and inch quartered at ten cents per foot or higher, the whole range of stock in general varieties has become a puzzle for all concerned. Furniture and finish manufacturers admit that their costs will be too high to expect any volume of sale in their products. The willingness of aeroplane constructors to buy anything suitable at any prices involves many kinds of wood even to cherry. This demand being of almost universal circulation has stimulated the whole list to an impracticable point while the determined demand lasts. Transportation is perhaps a little more favorable, barring the setback of two ice storms in New England, and the rumored improvements believed to impend about the first of April, leads the trade to confidence that a little of the "backed up" business will come through the next season. New demand in non-war lines is certainly small as it applies to hardwoods so that a step up in production and flow of deliveries is expected by both dealers and purchasers to quickly reduce previous standards in most items except those specially qualified for government usage as to size and grade. The selective character, or much of the latter

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2 cars 6/4 No. 1 Com. & Better Birch	1 car 4/4 No. 1 Common Tupelo Gum
5 cars 1" No. 3 Maple	2 cars No. 2 Merchantable Hemlock
1 car 1" No. 2 Birch	2 cars 1x4 Merchantable Hemlock Strips
1 car 6/4 No. 2 Com. Oak	1 car 1" Fas Basswood Strips
1 car 4/4 No. 2 Com. Oak	

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4/4 to 12/4 All Grades
Well assorted stock
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Northern and Southern
Hardwoods and Mahogany
Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

class of inquiry, must be presumed to result in a great accumulation of under grade and undersize production which, having been studied in to many manufacturing operations, will no doubt form a basis for a large volume of business as soon as present limitations are relieved.

BALTIMORE

The hardwood market here is much the same as it has been, with no improvement in transportation, so far as can be learned, and with the range of prices largely dependent upon ability to make delivery and the necessities of the buyer. But even the lowest returns are attractive, and the mill men as well as the wholesalers would be entirely willing to book orders if they were only able to make shipment. At intervals the embargo placed on shipments is raised by the railroads, but the time of movement is never long enough or far-reaching enough to do the hardwood trade much good, and as a consequence of the handicaps upon the distribution the business done is of comparatively small volume. Practically all of the dealers here get plenty of inquiries, but they find themselves unable to say when they could fill these orders, which prevents them from booking the business. The mills, of course, are in a better position than they were to carry on operations, and the production is doubtless increased. At the same time it is to be said that the general conditions do not encourage expectations that anything like congestion will result, if not for any other reason, because labor continues scarce, with wages high and relatively few of the plants being operated at their full capacity. The local dealers are quite ready to augment their holdings and do all they can to get in lumber, acting on the belief that the range of prices will remain high or even go to a more advanced level, and that they cannot well lose by preparing for a good demand. The chief problem appears to be that of transportation, which has not yet been brought any closer to a solution than before, even though the weather now favors activities of all kinds. The hardwood men still find it expedient to make readjustments of their line as fast as the need for such readjustments develops, and considerable shifting in the business may be said to have taken place of late. Industries that have been users of hardwoods to a considerable extent are more or less affected by the war situation and encounter a measure of unsettlement. The requirements of some have doubtless been materially curtailed, while others are apparently going along much as before, though the future holds out uncertainties that are not to be calculated with. As for the exports, they continue about at the rate noted of late, and if there has been any increase in the foreign movement it must be attributed mainly, if not solely, to the greater urgency of the needs abroad.

COLUMBUS

Strength is the chief feature of the hardwood market in Columbus and central Ohio territory. Buying by both retailers and factories is more active since the warmer weather has arrived and the "backbone" of the winter is broken. Dealers are rather anxious to accumulate some stocks for the spring building season. On the whole the tone of the market is generally satisfactory and future prospects are considered encouraging.

Retail stocks are not large in any section, and consequently orders and inquiries are being received from dealers in larger numbers. Most of the orders are for shipment in the near future, although some are for delivery later on. The worst feature at this time is the slowness in receiving shipments. Some improvement on certain southern railroads is reported, but on the whole there is little to encourage lumbermen in the transportation situation. Some embargoes are still in force and governmental regulations are not helping the general situation to any extent.

Factories making boxes and implements are the best customers at this time. Some buying is also being done by furniture factories, although the volume is not up to the usual records. The policy generally followed by factories is to buy only for the immediate future. Collections are not as good as formerly, although money appears to be easy. The reason given is the demand for cash made by war charities and Liberty loan drives.

Quartered oak is in good demand and prices are advancing. Firsts and seconds are quoted at $100 at the Ohio river. No. 1 common is quoted at $68. Plain oak is also moving fairly well and advances aggregating $2 per thousand have been recently announced. Poplar is strong and the same is true of chestnut and basswood. Other hardwoods are unchanged.

CLEVELAND

Not much change is noted in the hardwood markets of this district during the last fortnight. There are few invoices and few cars coming in. Such activity as there is seems to be confined mainly to oak and maple flooring, and contrary to usual conditions at this time of year, there is a weakness in these items, at a time when marked firmness usually is seen. Oak is weaker than other descriptions, mainly because the principal outlet, housing construction, is so far practically closed. Hence absence of real demand. Although there is a slight shading of prices in the wholesale division of this market, the retail prices have not been altered. The margin of profit, owing to increased cost of doing business, seems to be so small, that at the high prices at which the material was purchased, retailers cannot very well let go without sustaining a loss. Other hardwoods are practically stationary here, as the principal outlet always has been for interior finishing of residences and housing generally, and as

there is nothing doing to speak of in that direction, the different descriptions naturally are quiet. It is noted, however, that in the absence of liberal receipts holders are disposed to remain fairly firm in their views as to prices, even though the demand is small at this time.

INDIANAPOLIS

The Indiana hardwood lumber trade is finding it difficult to keep up with the orders for heavy stocks which manufacturers are seeking, this condition prevailing despite an improvement in the transportation situation. The trade as a whole reports the demand very satisfactory, saying that although the demand for thinner stocks is not as heavy as it might be, that it is much better than the trade had reason to expect a few months ago.

The call for ash is exceptionally strong, as several Indiana wood working plants are heavy buyers to fill their orders for government airplane parts. Hickory also is in good demand from vehicle and implement manufacturers, the implement trade especially reporting a heavier trade than had been anticipated. Motor truck manufacturers also are developing into heavy consumers of hardwoods as many of the Indiana factories are working their plants to capacity on war orders.

Gum is in fine demand, especially the cheaper grades for box making. All box making materials are scarce and are bringing top prices. There has been continued improvement in the hardwood manufacturing situation as weather conditions have been more favorable. Although the roads in many parts of Indiana do not permit the hauling of logs, many manufacturers are working their plants to capacity. The call for hardwoods for building purposes is not strong, but it is improving gradually.

EVANSVILLE

Ideal weather conditions that have existed in Evansville and southwestern Indiana during the past two weeks have greatly added to the trade of the hardwood lumber manufacturers in this section. While the car shortage problem is still with them to some extent, the local manufacturers say that conditions have improved a great deal and that they are able to get some cars from time to time and that they are getting in more logs and shipping out more lumber than they were doing two months ago. They say the outlook for summer and fall business is much better than it was a few weeks ago. Most of the uptown mills in Evansville are being operated on full time now, while the river mills remain closed and it is not known when they will start up. One large manufacturing concern here reports that during the past year they have bought up several large tracts of timbered lands in southern Indiana and southern Illinois, and that the log question is not worrying them any, as they are getting all the logs they want from Indiana at the present time. The demand for the best grades of hardwood lumber is very good, and in fact has been for the past several weeks. The demand for the various kinds of lumber needed by the government to manufacture war materials is especially good. Quartered white oak is now moving better than it has for some time past and plain white oak is also in better demand. Hickory, walnut, ash, elm and maple are strong and it is here predicted that gum will show a picking up before long. Prices are holding firm, and in the opinion of the manufacturers they will stiffen from this time on. Most of the wood consuming factories in Evansville are being operated on full time now and the outlook for them is said to be very good. Building operations have picked up some during the past few weeks, yet it is not expected there will be the building here this summer as in former season. Planing mills say trade is only trade, and sash and door men make a similar report. Architects and contractors say there will be some building this summer and that things look better than they did at the beginning of the present year.

MEMPHIS

There is very little complaint on the score of demand for hardwood lumber. In fact the demand is rather larger than can be filled in most items. Selling is about the easiest end of the proposition at the moment and prices are exceptionally well maintained. There is an unusual call for high grade quarter-sawn oak and for thick plain oak, for the lower grades of cotton wood and gum, for ash in all grades and for sap gum and cotton wood in the higher grades. There is not much activity at the moment in No. 1 common plain oak and in firsts and seconds red gum. Box boards in both cotton wood and gum are in very urgent call and prices thereon are exceptionally high. The lower grades of cotton wood and gum are passing freely into the hands of box manufacturers and the demand is in excess of the supply. These items are commanding the highest prices ever known.

Deliveries of lumber are very greatly restricted, especially into Central Freight Association and Eastern Trunk Lines territory. Cars are scarce for the handling of lumber and it is difficult to find open routes even where cars are to be had. Difficulties in this respect appear to be growing rather than decreasing, particularly so far as the territory north of the Ohio and Potomac Rivers and east of the Mississippi is concerned.

Prices are expected by hardwood interests here to continue on a very steady basis because of the excellence of the demand and because of the handicaps surrounding production. Already stocks are much broken and they will be much more so in a short time when the 1,000 or more cars, held up for delivery now, go forward.

The following stock is in excellent condition, *ready for immediate shipment*

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4/4"	No. 3 Com. BIRCH	51,000'
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4/4"	No. 1 & No. 2 Com. MAPLE	270,000'
6/4"	No. 2 Com. & Btr. MAPLE	316,000'
8/4"	No. 2 Com. & Btr. MAPLE	10,000'
10/4"	No. 2 Com. & Btr. MAPLE	84,000'
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Can furnish anything in Oak, air dried or kiln dried, rough or dressed

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James D. Lacey & Co.

INTERNATIONAL TIMBERLAND FACTORS

EST. IN 1880

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KNOXVILLE

Car stock and switch ties are in strong demand together with thick oak and poplar, and all grades of quartered white oak are especially sought after. The tone of the market displays much optimism for the future and the best rule to observe is to sell only what you actually have and not contract ahead for the future, for who knows what any day may bring forth.

All the lumbermen in this vicinity are busy getting in stocks of all kinds of lumber from pine to walnut as they see a shortage on lumber cut and a great scarcity of dry stocks in this vicinity. Next month all the farmers will be working in their crops and very little lumber will be made or hauled to the railroad.

LOUISVILLE

There has been no material change in the general situation of the local market during the past two weeks. There has been some improvement in the demand for poplar, which is now in general demand for all grades. Boxboards are very active, with poplar veneers somewhat more active, and even 5/16 to 4" stock in good demand. There is a good government demand as well as a good demand from the Allies for such lumber. The principal demand, however, is for thick stocks of oak and ash. Oak is good from 5/4 to 10/4 and up, in firsts and seconds and common plain, while there has been some improvement shown in quartered, which is now being used for aeroplane manufacturing. Ash is good in almost all grades, 8/4 to 16/4 in wide stocks being especially active. There has also been an improved inquiry for 4/4 plain oak, common grades as well as first and seconds not having been very active for the past few weeks, common being especially quiet. However, the government has been asking for prices, and indications are that this item will show improvement shortly. All kinds of veneers and panels are moving, and there has been no let up in the demand for walnut and mahogany. There is also a big demand for cheap dimension stock, principally handle stock, but no one is making much of an attempt to take care of such business just now. Chestnut core stocks for panel manufacturing have been moving fairly free within the past few days, due to the high price and scarcity of poplar. A good deal of gum is also being used. All low grades are moving freely, due largely to the general activity shown by the box manufacturers, most of which have heavy government orders.

ST. LOUIS

There has been but little change in the hardwood situation recently. Some of the principal woods, however, are in better demand. Thick oak is in particularly good request and there has been a better movement of the item lately. Gum, and ash and also cottonwood are selling fairly well. Business is interfered with very materially because of the car situation. A marked improvement is looked for in the next few weeks, just as soon as the transportation becomes easier. There is rather a light call for cypress and up to the present time, it has not been at all satisfactory but signs of a betterment are in evidence. Increased inquiries are coming in. Prices are strong on every item and it does not look as if there would be any easing up.

ASHEVILLE

The embargo situation on eastern shipments has greatly improved within the past week and many crews are moving from this territory to eastern markets. Ten days ago the transportation problem was still serious. Permits are being issued reasonably freely, and with good weather to aid, the mills are preparing for a brisk trade.

MILWAUKEE

The northern logging and lumbering industry is in the throes of what is believed to be the worst traffic congestion and car shortage that has ever been experienced, and it is estimated that during the last two weeks alone shipments from northern mills have been reduced nearly 50 per cent because of the lack of rolling stock. Yards are piled full of lumber awaiting loading, but so far sawing operations have not been materially reduced. However, unless relief is given by a more adequate car supply within a short time, it is believed a serious effect will result.

Logging operations are gradually coming to an end throughout northern Wisconsin and upper Michigan. A severe snowstorm which struck northeastern Wisconsin ten days ago proved to be at once a disadvantage and a benefit. It congested traffic to a serious degree, but it provided the means whereby logging operators will be able to extend their season somewhat longer than they had hoped for when soft weather made its appearance a short time ago.

Hardwood prices are firmer and all factors are such that a strengthening of the entire list may be expected. The demand for lumber is far greater than the available supply during the remainder of the year. The supply has been produced at an operating cost ranging all the way from 20 to 30 per cent higher than ever before. Every foot of hardwood lumber that the North can produce until the end of 1918 is, for all practical purposes, already spoken for. Representative men in the industry say that under existing conditions they cannot expect to see even a small surplus.

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332 South Michigan Avenue, Chicago

FOR SALE

Two used American [illegible] matchers. Both machines are in [illegible] and will match up to 8" stock. Complete with heads, etc. KERRY & HANSON FLOORING CO. Grayling, Mich.

DIMENSION STOCK FOR SALE

FOR SALE

[illegible] white ash dimension stock. S. N. BROWN & CO., Dayton, O.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION 1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS, white, 16/4, 1/2—14-16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, white, 4/4, 5/4 & 6/4", 6-10" wide, 8-16' long, dry; **FAS** 8/4, 10/4, 12/4 & 16/4", 6" & up, 8-16', dry; **FAS** 8/4", 6" & up, 18-20', dry; **FAS** 10/4", 8" & up, 8-16', dry; **FAS** 12/4 & 16/4", 12" & up, 8-16', dry; **NO. 1 C.** 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. wdth. & lgth., dry; **NO. 1 C.** 6/4", 10" & up, reg. lgth., dry; **FAS,** strips, 4/4, 8/4, 2½-5½, reg. lgths., dry. DUDLEY LUMBER CO., INC., Memphis, Tenn.

COM. & BTR. 3/8 & 1/2", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

NO. 1 C. 4/4-8/4", 4" & up, 10-16', 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 4/4", 6-9, reg. lgth.; **NO.1 COM.** 4/4 & 5/4", reg. wdth. & lgth.; **NO. 3 COM.** 4/4", reg. wdth. & lgth.; **STRIPS** 4/4", 2½-5½, reg. lgths. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-16/4"; **NO. 2 C.,** white, 10/4 & 12/4"; **AIRPLANE STOCK,** limited amount, 6/4-16/4"; **FAS,** strips, 4/4-8/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 & 5/4"; **No. 1 & NO. 2 C.** 5/4"; **NO. 3 C.** 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 4/4-8/4", 4" & up, 10-16', 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

BEECH

LOG RUN 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

HIGH GRADE 5/4, 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR. 4/4, 6/4 & 8/4, 4" & up, 6-16', 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

LOG RUN 5/8", reg.wdth. & lgth., 1-4 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

FAS 3/4, 4/4, 5/4, 6/4, 8/4, 1x8, 1¼x8"; **FAS** 2x12 & wider, 10/4, 2½x12 & wider, 12/4 & 16/4"; **STEPS** 5/4, 6/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 COM. & BTR. 5/4 & 12/4"; **NO. 3** 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS STRIPS 1x6". W. O. KING & CO., Chicago, Ill.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C., unsel., 6/4; **NO. 1 & BTR.,** unsel., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BUTTERNUT

LOG RUN 4/4", 4" & up, 10-16', 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

CHERRY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 1/2-5/8", reg. wdth. & lgth.; **COM. & BTR.,** 5/4-10/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM.& BTR. 4/4-8/4", 4" & up, 10-16', 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

COTTONWOOD

FAS 6/4", PANEL 4/4", 18" & up wide. ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 4/4. BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4", 6-12", 60% 14-16', dry. CLARENCE BOYLE, INC., Chicago, Ill.

FAS 4/4", 6-12", 65%14-16', 5 mos. dry; **NO. 1 C. & SEL.** 4/4", 3" & up, 65% 14-16', 10 mos. dry; **NO. 3 C.** 4/4", 3" & up, 65% 14-16', 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL. 4/4"; **PECKY** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 4/4-10/4". GEO. C. BROWN & CO., Memphis, Tenn.

SEL. 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

SEL. 4/4, 5/4 & 6/4", reg. wdth. & lgth.; **NO. 1 SHOP** 4/4 and 10/4", reg. wdth. & lgth.; **FAS** 5/4", reg. wdth. & lgth.; **NO. 1 & 2 C.** 6/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

SELECTS 4/4 & 8/4"; **1s & 2s** 4/4 & 8/4"; **NO. 1 COM.** 4/4 & 8/4". UTLEY-HOLLOWAY LUMBER COMPANY, Chicago, Ill.

SEL. 4/4", reg. wdth., 70% 14-16', 6 mos. dry; **PECKY** 4/4", reg. wdth., 60% 14-16', 5 mos. dry; **NO. 1 C. & NO. 2 C.** 8/4", reg. wdth., 60% 14-16', 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

ELM

NO. 1 C. & BTR., 6/4"; LOG RUN 12/4 & 16/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

LOG RUN 5/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 5/4-12/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 10/4, 40% 14-16', dry; **FAS** 12/4", good wdth., 50% 14-16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 12/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN 8/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 COM. & BTR. 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 & BTR. 6/4, 8/4, 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4 & 8/4", reg. wdth. & lgth.; **NO. 1 & 2 C.** 8/4", reg. wdth. & lgth.; **LOG RUN** 12/4". NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 C. & BTR. 8/4, 10/4 & 12/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

LOG RUN 4/4, 8/4 & 12/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 8/4 & 12/4", reg. wdth., 60% 14-16', 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—SAP

NO. 2 C. & BTR. 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 & NO. 2 C. 4/4", reg. wdth., 14-16', thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR 6/4, 10/4 & 12/4", quartered. GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 5/4 & 6/4", reg. wdth. & lgth.; **NO. 2 C. & BTR.** 3/4", reg. wdth. & lgth. PENROD-JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4", 6-12", 60% 14-16', 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

NO. 1 COM., 4/4 & 5/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

4/4-8/4. BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4, 13-16', inc., thoroughly air dried; **NO. 1 C.** 4/4", reg. wdth., 14-16', thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 5/8", reg. wdth. & lgth.; **FAS** 3/4", 13" & up, reg. lgth.; **NO. 1 C.** 5/4 & 4/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4", 6" & up, 60% 14-16', 4 mos. dry; **NO. 1 C. & SEL.** 4/4", 3" & up, 65% 14-16', 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—QUARTERED RED

FAS 8/4"; NO. 1 C. & BTR., 4/4 & 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

4/4-8/4"; 5/4-8/4", sap no def. BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4, 5/4, 6/4 & 8/4"; **UNSEL.** 8/4, 10/4 & 12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. **LOUISVILLE VENEER MILLS,** Louisville, Ky.

FAS 3/4, 8/4"; **NO. 1 COM.** 4/4 & 8/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

GUM—TUPELO

No. 1 C. & BTR., 4/4 & 6/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

GUM—BLACK

COM. & BTR. 4/4", 4" & up, 10-16', 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 8/4-10/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 4/4, 8/4", good wdths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

HEMLOCK

MERCH. & CULL, 8/4", all wdths. & lgths. JACKSON & TINDLE, Grand Rapids, Mich.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 COM. & BTR. 4/4", reg. wdth., 60% 14-16', 7 mos. dry; **NO. 1 C. & BTR.** 6/4", reg. wdth., 60% 14-16', 2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 8/4", good wdths, 1/3-14-16', dry; **NO. 1 C.** 12/4", good wdth., 30% 14-16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., qtd., 4/4 & 5/4", 2½" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 COM. & BTR. 5/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR. 4/4-16/4". W. O. KING & CO., Chicago, Ill.

COM. & BTR. 6/4, 12/4, 10/4", 8-16', 6 mos. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 3 C. 4/4", reg. wdths., 60% 14-16', 5 mos. dry; **NO. 1 C. & BTR.** 8/4", reg. wdths., 60% 14-16', 2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 5/4- 16/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 2 & BTR. 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR. 8/4", 14/4". RIEL-KADEL LUMBER CO., Memphis, Tenn.

OAK—PLAIN RED

FAS 4/4, 6/4 & 8/4"; NO. 1 C. 5/4 & 6/4"; NO. 2 C. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 3/4 & 4/4", good wdths., 14-16', 2 yrs. dry; NO. 1 C. 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 3/4", reg. wdths., 60% 14-16', 9 mos. dry; **NO. 1 C.** 4/4", reg. wdths., 60% 14-16', dry. CLARENCE BOYLE, INC., Chicago, Ill.

NO. 1 C. 4/4, 5/4", GEO. C. BROWN & CO., Memphis, Tenn.

FAS 5/8", 12' wide, 14-16' long, thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 5/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

STEP PLANK 5/4", 11" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/4", 8-16', 6 mos. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; **NO. 1 C.** 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4-8/4", 6" & up, 10-16', 10 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS & No. 1 C. 5/4"; **NO. 1 & 2 C.** 4/4"; **COM. & BTR.** 8/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4", reg. wdths., 65% 14-16', 8 mos. dry; **FAS** 5/4", reg. wdths., 65% 14-16', 6 mos. dry; **NO. 1 C. & SEL.** 4/4", reg. wdths., 65% 14-16', 8 mos. dry; **No. 1 C. & SEL.** 5/4", reg. wdth., 65% 14-16', 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN WHITE

FAS 4/4-8/4"; **NO. 1 C. & BTR.** 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth, and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C. 4/4", 5/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 4/4-8/4", 6" & up, 10-16', 6 mos. dry; **FAS** 2½-10/4", 16/4", 6" & up, 10-16', green; **PL. STRIPS,** clear, 3" & up, 10 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C 5/4"; **NO. 2 C.** 4/4"; **NO. 1 C. & BTR.** 8/4 & 12/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 3/8", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED RED

NO. 1 C & BTR. 4/4", good wdths., 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 4/4", **NO. 1 C.** 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 COM. & BTR. 4/4", 10 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS 5/8, 3/8, 4/4", reg. wdth. & lgth.; **SEL.** 5/8", reg. wdth. & lgth.; **NO. 1 C.** 5/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

FAS 4/4, 5/4 & 6/4"; **NO. 1 C.** 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. 3/4", good wdths., 14-16', dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 1/4, 3/8", reg. wdth., 14-16', thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

SEL. 4/4", reg. wdth. & lgth.; **NO. 1 C. & BTR. & SD. WORMY** 4/4", reg. wdth. & lgth. FERGUSON-PALMER CO., Memphis, Tenn.

FAS 3/8, 1/2, 5/8, 7/8, 9/8", reg. wdth. & lgth.; **STRIPS** 4/4", 2½" & up, reg. lgth.; **WORMY** 4/4", 4" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4", 8-16' long, 1 yr. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

FAS 4/4-8/4", 6" & up, 10-16', 10 mos. dry; **CLEAR STRIPS** 5/4", 3" wide, 10-16', 10 mos. dry. THE MOWBRAY & ROBINSON CO., Memphis, Tenn.

NO. 1 C. 1/4, 1/2", reg. wdth. & lgth.; **FAS** 1/4", reg. wdth. & lgth.; **CLEAR STRIPS** 4/4", all 4" long, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

CLEAR STRIPS 4/4", all 4" long, reg. lgth.

NO. 1 C. 4/4", reg. wdth., 14-6', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

CLEAR STRIPS 4/4", 2-5½, and 4/4", 2-3½, reg. lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4 & 1/2, 3/4; **NO. 1 C.** 1/4, 3/8; **NO. 2 C.** 4/4" & 1/4"; **CLEAR STRIPS** 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth. dry; **STRIPS,** clear, 4/4x4½", 5 & 5½", reg. lgth., dry; **CRATING** 8/4", reg. wdth & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

POPLAR

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS & SAPS 4/4", reg. wdth. & lgth.; **BOX BDS.** 4/4", 8-12", 13-17", reg. lgth. CLARENCE BOYLE, INC., Chicago, Ill.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS 4/4", 50% 10 & 16', 8 mos. dry; **FAS** 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; **SAP & SEL.** 4/4", 50% 14 & 16', 8 mos. dry; **SAP & SEL.** 4/4", 12" & up, 50% 14 & 16', 8 mos. dry; **NO. 1 C.** 4/4 & 5/4", 50% 14 & 16', 8 mos. dry; **NO. 2 C.** 4/4", 50% 14 & 16', 8 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

WALNUT

NO. 2 C. 4/4", usual wdth. and lgth., 1 yr. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

FAS 3/8", reg. wdth. & lgth.; **COM. & BTR.** 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry; **FAS** 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry; **NO. 2 C.** 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 & 2 C. 4/4. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. 5/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

WILLOW

FAS 5/4 & 12/4" (5/4 all 12'); NO. 1 C. & BTR. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

FLOORING—MAPLE

CLEAR 13/16x1½; 13/16x2¼, 1 1/16x2¼; NO. 1 13/16x1½; 1 1/16x2¼; PRIME 13/16x4; 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1, 3/8x1 1/2; 5/8x2¼; CLEAR 5/8x2, 5/8x2¼. T. WILCE CO., Chicago, Ill.

FLOORING

OAK

SEL. 5/8x1 1/2, 2" & 2¼". T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS. RED, 1 [illegible] dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD. 1 20-1 4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD. 1 20-1 4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 18", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

1 20-1 4". HOFFMAN BROS. COMPANY Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NORTHERN MANUFACTURERS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

We Offer for Prompt Shipment

600 M feet 4/4 No. 2 C. & B. Beech
34 M feet 5/8 No. 3 C. Beech
19 M feet 4/4 No. 3 C. Beech
150 M feet 6/4 No. 3 C.Beech
52M feet 4/4 No. 2 C. & B. Birch
32 M feet 4/4 No. 3 C. Birch
50 M feet 6/4 No. 2 C. & B. Maple
150 M feet 8/4 No. 2 C. & B. Maple
50 M feet 5/4 No. 2 C. & B. Maple
DRY STOCK

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan Michigan

VON PLATEN LUMBER CO.

IRON MOUNTAIN MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch
60 M ft. of 10/4 No. 1 Com. & Btr. Birch

ATTENTION

"CHIEF BRAND" Maple and Birch Flooring

2,000,000 feet in all standard widths, grades and thicknesses, carried on hand at all times to supply your needs promptly.

Kerry & Hanson Flooring Co.
Grayling, Michigan

We are members of the Maple Flooring Manufacturers Ass'n.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

This is Form B

B

UPHAM & AGLER

CAIRO, ILL.

Order No..... Date.....

Car No..... Initial..... Capacity..... Tare.....

From .....

.....

To .....

.....

Kind..... Inspector.....

This tally is made on..... tickets of which this is No.....

EACH	5	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100	PCS.	FEET

Of Single Duplicate or Triplicate Lumber Tally Ticket (without Loose Carbon Sheets) used in the

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HARDWOOD RECORD

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Let us send you catalogue and price list of scores of forms of lumber, flooring and log tally tickets.

The Gibson Tally Book System has more than 2,500 users.

A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts., CHICAGO, ILL.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

10,000,000 Ft. Capacity.
"The Big Red Shed"
WILL HANDLE ANY ORDER

Air Dried — Kiln Dried

HARDWOODS
W. O. KING & COMPANY
2452 LOOMIS STREET, CHICAGO

SAVE YOUR MONEY BY USING THE
RED BOOK Published semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

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are frequent except where our
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Carter Coin
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We also make Time Checks, Stencils and Log Hammers

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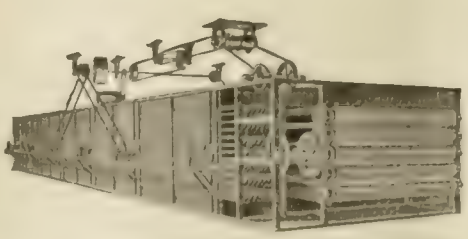
Incorporated
Manufacturers and Wholesalers
Southern Hardwoods and Yellow Pine
1205 LUMBER EXCHANGE BLDG.
CHICAGO

"Proctor" DRYERS *for VENEER*

No checks or splits. Enormous output. Low labor cost.

The Philadelphia Textile Machinery Co.
Philadelphia



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SALT LICK KENTUCKY
MANUFACTURERS OF
Eureka WHITE AND RED **Oak Flooring**
Complete stock of 3/8" and 13/16" in all standard widths

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

"Running Rehauls Thru the Rough"

That's the title of the timely tale which will be the "headliner" in LOGGING for FEBRUARY.
It tells how Shep. Bridgewater runs his rehauls thru heavy scrub oak in logging the Groveton Mill of Trinity County Lumber Co. at Groveton, Texas. You should read this story—and all the other good things in this number!
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Designed for mountain logging and other conditions under which ground skidding is impossible. Costs less, needs a smaller crew, gives greater **working** time and larger capacity than any other similar machine on the market.

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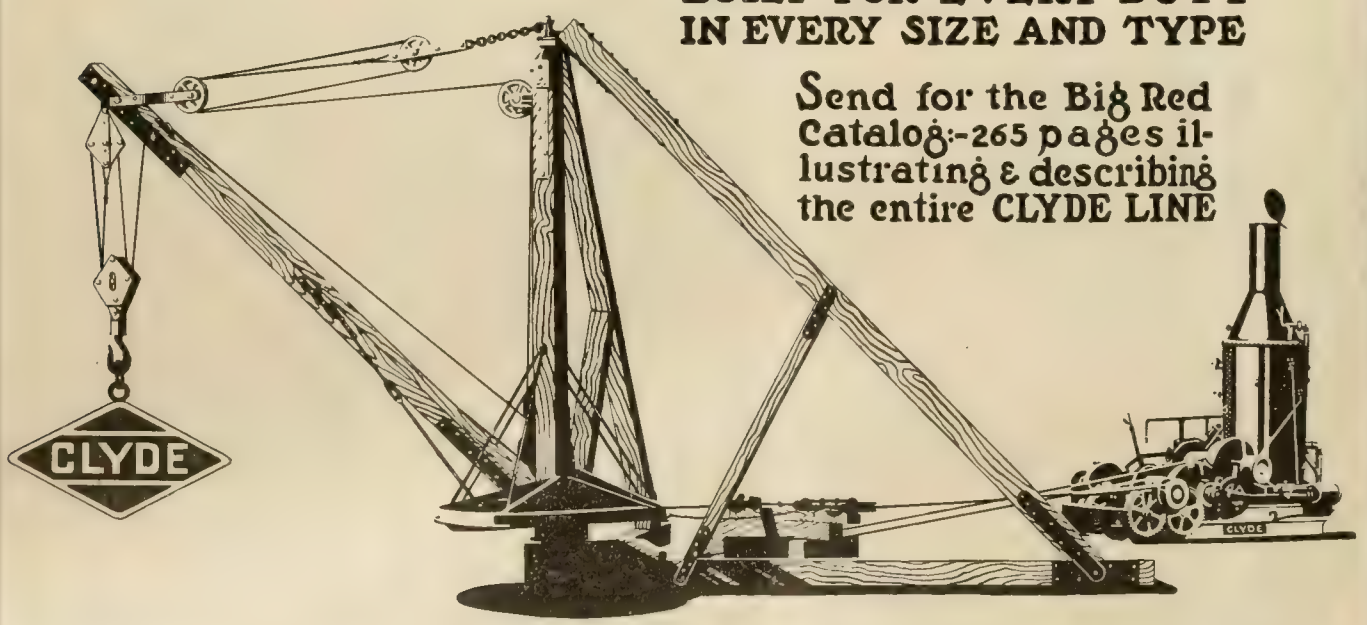

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"E Pluribus Unum" has your confidence because you know what stands behind it.

Any trade mark must be a dependable guarantee or it is worthless. So [redacted] is a stamp of solid merit on our goods because it stands for a generation of development in our organization; for the finest of timber resources acquired when selection was unlimited; for producing facilities embracing five modern band mills, extensive veneer plants, panel plant and all accessories.

Buy on the Golden Rule Guarantee which goes with each shipment including

all Southern Hardwoods
Rotary Gum, Core Stock and Drawer Bottoms
Built-up Panels, Cross Banding

70,000,000 FEET A YEAR BEHIND THE TRADE MARK

ANDERSON TULLY CO.

SERVICE FROM MILL TO FACTORY

MEMPHIS TENNESSEE

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

STIMSON'S MILLS

Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber
and
Rotary Veneer

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee
J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of

SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

IN THE

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity—75,000 Feet

BAND MILL
Little Rock, Ark.

CIRCULAR MILLS
Emory, Ark. Watrous, Ark.

High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

Prompt Shipments of
White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

Lidgerwood Portable Skidders and Loaders

Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery

CHICAGO 96 Liberty Street, NEW YORK SEATTLE

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Hardwood Record

Semi-Monthly
Twenty-Second Year

CHICAGO, APRIL 10, 1918

Subscription $2.
Single Copies, 15 Cents.

We Do Not Guess

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience **and elimination to be best apply.** In short, our production of southern rotary veneers and hardwood lumber is backed by

PJM
SERVICE

Synonymous with

Good Timber—Expert Manufacture—Scientific Drying—Modern Mills—Satisfaction to the Buyer

PENROD-JURDEN & McCOWEN
INCORPORATED
MEMPHIS, TENN.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers Wholesalers

ROTARY GUM CORE STOCK

CROSSBANDING

BUILT-UP PANELS and DRAWER BOTTOMS

Thirty years' experience in cutting Rotary—

Timber of the first quality—

Modern equipment—

Thorough and scientific drying—

Staunch crating—

—Thus are we enabled to render you Service—Quality Backed by

THE GOLDEN RULE

The Anderson-Tully Company
MEMPHIS, TENN.
Manufacturers of Southern Hardwoods, Veneers and Panels

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods
Cadillac Quality

Nature has been generous in supplying Cadillac an abundant supply of superior timber and we are supplementing her work with the best methods of manufacture.

This has made Cadillac Quality famous.

Good timber, lumber well manufactured and seasoned, grades that are reliable and not blended to meet price competition, punctual service; — these are the elements of Cadillac Quality.

We sell direct to responsible dealers and manufacturers.

Cobbs & Mitchell
INCORPORATED
Sales Department, Cadillac, Michigan

Stock Widths
No. 3 Common Hardwoods

We can furnish No. 3 Common Maple and Beech, random lengths, as follows:

1x4	1x 8
1x5	1x 9
1x6	1x10
1x7	1x11 & wider

The stock is mixed Maple and Beech but runs largely Maple

Mitchell Brothers Co.
Sales Department, Cadillac, Michigan

WM. WHITMER & SONS
INCORPORATED
Manufacturers and Wholesalers of All Kinds of
"If Anybody Can, We Can"

HARDWOODS
West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS
Capacity 300,000 Ft. per Day

Conway, S. C.
Jacksonville, N. C.
Hertford, N. C.
MILLS
Porterwood, W. Va.
Wildell, W. Va.
Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

SECURE BETTER PRICES
AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Wistar, Underhill & Nixon
Real Estate Trust Building
PHILADELPHIA, PENNSYLVANIA
CHOICE DELTA GUM Dry and Straight

MORE THAN 2,000 LUMBERMEN
are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.
HARDWOOD RECORD CHICAGO

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash *and* Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods of All Kinds
1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
1", 2" & 3" No. 1 Com. & Better Dry Birch
Hardwoods & Cedar Plain and Qrtd. Oak has been our hobby for years
We want White Ash, all grades, 1 to 4" thick

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

J. V. Stimson Hardwood Company

HELENA
ARKANSAS

THE J. V. Stimson Hardwood Company of Helena is one of the five units of the Stimson organization founded by J. V. Stimson of Huntingburg, Ind. The J. V. Stimson Hardwood Company operates two band mill plants, the other being at Memphis. The directing genius of this organization is Ben Katterhenry, who hails from Huntingburg and has been identified with the Stimson interests for some time. Mr. Katterhenry has made an unusual record for economical and efficient manufacture, and is generally considered one of the ablest operators in the hardwood belt. He is an officer of and part owner of this branch of the Stimson operations.

The J. V. Stimson Hardwood Company is operating on a splendid tract of its own timber and is cutting the usual line of Southern hardwoods. The company is noted for its foresight in anticipating markets and for the quality of its product. The result is that both the big mills are kept on the jump, Mr. Katterhenry dividing his time between Helena and Memphis.

Integrity Quality Service Efficiency

It is these vital sparks of industry that are keeping the lights burning and the wheels humming at Helena. It was the steadfast adherence to these principles that has made Helena the greatest producing center of Hardwoods and Hardwood Veneers west of the Mississippi river.

The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

A. M. Richardson Lumber Co.
Chicago Mill & Lumber Co.
Theo. Fathauer Co.
Penrod, Jurden & McCowen
J. V. Stimson Hardwood Co.
Kurz-Downey Co.
Galloway-Pease Co.
Rex Hoop Co.
Howe Lumber Co.
Archer Lumber Co.
Van Briggle Veneer Co.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 6)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.

Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

(*See page 5)

We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.

GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, **MISSOURI**

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

(*See page 18)

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,

BAKER-MATTHEWS LBR CO.
Chicago, Ill. Manufacturer **MISSOURI**

Why do your children like Oak best? For the same reason that you did—they know it is not easily scratched or marred. Think it over

C— Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak

ARKLA LBR. & MFG. CO.,
St. Louis, **MISSOURI**

A, B & C—
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

There are eight evergreen oaks in the United States, more than half of which are confined to the region, west of the Rocky Mountains.

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 11)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. **Mill: Jonquil, Ark.**

The pin oak is not so named because it is famous for pins or tree nails, but because its limbs and branches have little swell or enlargement at their bases, and look like pins driven into the bole or into the larger limbs.

A, B & C—

Carr Lumber Company, Inc.

Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.

JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber **TENNESSEE**

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

A, B & C—

Chas. F. Luehrmann Hardwood Lbr. Co.

Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

B & C— SPECIAL
5 cars 4/4 1 & 2 & No. 1 Common Red Oak
5 cars 4/4 1 & 2 & No. 1 Common Chestnut
10 cars 4/4 & 8/4 Log Run Sour Gum

ALTON LUMBER CO.
Buckhannon **WEST VIRGINIA**

Oak forests of fully matured trees, bearing perfect acorns, occur in Northern Oklahoma and Southern Kansas, and the tallest of the trees little exceed two feet in height

(*See page 11)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

Watch the present market for oak—it's getting stronger every day. Time to stock up!

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, **TENNESSEE**

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, **TENNESSEE**

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

For anything in OAK write these representative firms

(*See page 12)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

Practically all the oak cut in Europe, west of Russia and the Balkans, belongs to a single species, though the qualities of the wood from various regions differ greatly and bear different names.

Specials On
3 cars 4/4 No. 1 Com. Qtd. Red Oak
2 cars 4/4 No. 2 Com. Qtd. Red Oak

BAYOU LAND & LUMBER CO.,
Manufacturer, Cincinnati, **OHIO**

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

(*See page 51)

C. Crane & Co.

Hardwood Lumber
Band Mills at Cincinnati, O.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank

SABINE TRAM COMPANY,
BEAUMONT. **TEXAS**

The largest oaks of the United States are found in California, where they are known as valley oak. Trunks may be from six to ten feet in diameter.

(*See page 60)

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.

THREE STATES LUMBER CO. **TENNESSEE**
Manufacturer, Memphis

The golden oak which grows in California is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

B & C—
We Manufacture Hardwood From Fine West Virginia Timber

WARN LUMBER CORPORATION
Raywood, **W. VA.**

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

Yellow Poplar Lumber Company

Coal Grove, Ohio
Manufacturer

Oak makes the heaviest of bridge timbers or the finest of period furniture. Is there any other wood so versatile?

The color of the artistic English wood known as brown oak is said to be due to incipient decay which has spread through the texture of the wood.

There are no new problems to overcome in curing or caring for Oak lumber. It has been too long used.

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write

DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati **OHIO**

Were all the Oak timber to be destroyed over night the effect on business in general would be chaotic.

(See page —)

The Band Mill, Planing Mill and Dry Kiln
of the

Williams Lumber Company

is located at
Fayetteville, Tennessee

Why has Oak always led in offerings at the furniture shows? Ask anyone who sells furniture.

All lumber piled in same lengths and similarly loaded in cars

CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, **W. VA.**

A & C—
Manufacturers of Hardwood Lumber; also Millwork, Finish, Trim and Oak Flooring

WEST VIRGINIA TIMBER CO.,
Charleston, **W. VA.**

A— 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment

BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, **OHIO**

Clothes don't make the man, nor does finish make the furniture—but it helps. See the latest.

We are cutting off 200,000 acres of the finest Oak in West Virginia. For the very best, try

AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, **W. VA.**

There is a species for every need—a grain and figure for every taste. Are you familiar with them all?

(*See page 8)

Babcock Lumber Company

Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Do you know of any other wood that pleases in so many ways and in so many garbs as does Oak?

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Hominy Falls. **W. VA.**

Good eating and good Oak go well together. They make an especially logical combination in these days of high prices.

Specialties
Quarter-sawed White Oak. Plain Red and White Oak

C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 43)

Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.

AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler **PENNSYLVANIA**

Oak was spoken of with affection in the Scriptures and will be held in esteem by our children's children generations hence.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

Oak lumber in commercial quantities is produced by forty states, and more than 18,000 mills cut it. The number of oak mills in North Carolina exceeds the number in any other state.

Did you ever rest your eyes on a soft-toned Oak wainscoting? Try it and then tell your customers about it.

(*See page 18)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind
Manufacturer

(*See page 18)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

Oak is just as ornamental today as it was useful five centuries ago—just as useful today as it was ornamental then.

(*See page 5)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

Everyone KNOWS what OAK is; that is why it is so easy to sell Oak goods.

There will always be a market for all the Oak our sawmills have any right to cut.

There are eight evergreen oaks in the United States, more than half of which are confined to the region west of the Rocky Mountains. Not one of them possesses much value as a source of lumber.

(*See page 10)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

No one should fancy that the "peach oak" bears peaches. It was given that name because its leaves are shaped like those of a peach tree. It is likewise called willow oak, because the foliage resembles that of willow.

(*See page 17)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 60)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

The oldest oak tree still standing (if tradition is true) is known as Abraham's oak, near Jerusalem. If the patriarch Abraham ever camped in its shade, as the story goes, the event must have occurred 4,000 years ago.

No wood is more susceptible to the fuming process than oak, and both red and white oak are suitable for this process.

(*See page 47)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

When artists of the Middle Ages chose a wood for high class carving, such as cathedral doors, altars, and architraves, they almost invariably selected oak.

(*See page 57)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 10)
J. W. Wheeler & Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Manufacturers of staves for barrels intended to contain alcoholic liquors prefer white oak to red for the reason that the wood of the former permits less seepage than red oak.

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 43)
Plain and Quarter-Sawed Oak a Specialty
Little Rock Lumber & Mfg. Co.
Maker of Band Sawed Hardwoods
Little Rock, Arkansas

The value of oak crossties in the tracks of railroads has long been understood by engineers. They give the best service because the wood is hard and wears well and holds spikes well and resists decay.

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4 4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

The laurel oak is more abundant in Florida than in any other part of the United States, but it is not abundant anywhere. Few logs reach sawmills.

(*See page 46)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 12)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

West Virginia leads all other states in the production of oak lumber, and Tennessee stands second on the list. These two states furnish one-third of all the oak lumber sawed in the United States.

The following is ready for prompt shipment:
60,000' 4/4" Clr. Qtd. Red Oak Strips, 2½-5½"
60,000' 4/4" FAS Qtd. Red Oak, 6" & up
100,000' 5/8" No. 1 Common Poplar
BEDNA YOUNG LUMBER CO.
Greensburg, INDIANA

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

The oak tree under which John Wesley preached his first sermon in America still stands in Georgia and is an object of great interest to tourists. It is the common southern live oak.

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

Factories in the United States use approximately two billion feet of oak yearly, which is about 65 per cent of the total sawmill production of this wood.

Yellow oak is the best named of all the oaks. The inner bark is yellow and was a reliable dye material in pioneer times, and it might be worth while to investigate it now, in these days of scarcity in the dye market.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

Poets have written of oaks a thousand years old, but there does not seem to be an authentic record of an age of more than 700 years for an oak, based on a count of the annual growth rings.

A, B & C—
Dermott Land & Lumber Company
Manufacturers Southern Hardwoods
Mills, Dermott, Ark.
Sales Office, Railway Exchange Bldg., Chicago, Ill.

(*See page 51)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

B—**Kentucky Lumber Company**
Manufacturers of Plain and Quartered Red and White Oak
LEXINGTON, KENTUCKY

The Germans use some oak in their airplanes, but it is too heavy and brittle to give much service in that place.

(*See page 51)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, ARKANSAS

The turkey oak in the South received that name at an early period because its acorns were small and were easily eaten by wild turkeys.

(*See page 57)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago. ILLINOIS

Specials
100,000 ft. 5/4 FAS Plain Red Oak
200,000 ft. 4/4 No. 1 Com. Plain Red Oak
300,000 ft. 8/4 FAS Qtd. Red Gum
Climax Lumber Company, Ltd.
Manufacturer Alexandria, LOUISIANA

The United States government began its forest policy more than a hundred years ago by purchasing tracts of live oak timber in the Southern states to guard against scarcity of material for ships.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer WINNFIELD, LA.

It has been found out that the famous "Charter Oak" which stood near Hartford, Conn., and which figured so prominently in the early history of New England, was white oak.

70% 14 and 16' long Band Sawn Plain Red Oak.
HOLLY RIDGE LUMBER CO.
Manufacturer Louisville, KENTUCKY

The cow oak is one of the most valuable hardwoods of the South, and belongs to the white oak group. Its acorns are large, thin shelled, and sweet, and cattle like to eat them.

B & C— High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Colfax Hardwood Lumber Co.
Manufacturer Band Sawed Southern Hardwoods
Colfax, Grant Parish Louisiana

The manufacturers of plows have long shown preference for oak for the handles. The wood is strong, is easy to bend in the proper form when steamed, and holds that form ever after.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

TRY KNOXVILLE
TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.
The Little River Lumber Company, Townsend, Tenn.
The Babcock Lumber & Land Company, Marysville, Tenn.
(Main Office: Pittsburgh, Pa.)

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

The Common Chair

The common chair, that is, the dining room chair, kitchen chair, or the chair that serves in halls where permanent seats are not wanted, fills a pretty large place in the woodworking industries of this country. The annual demand for wood in the manufacture of chairs of that class is not much under 300,000,000 feet, board measure, a year. Such chairs are not usually listed as furniture in statistics, but are kept separate. Factories which make them do not, as a rule, make many other kinds of furniture, and it is easy, for that reason, to keep them in a class to themselves.

Such chairs are of hardwoods in most instances, and perhaps oak leads all other woods, though maple, hickory, elm, beech, birch and several others are used. Strength is wanted, and weight is not objectionable. In fact, a heavy chair is sometimes preferred to a light one, because many persons associate weight with class and quality in chairs.

Some sawmills specialize in chair stock. They are equipped with machines for producing small squares and other pieces in the rough. These are sent to central factories where they are finished, ready to be assembled in chairs. Sometimes a chair mill works up what was left by a regular sawmill formerly occupying the same site.

QUARTERED WHITE OAK
40,000' Clear Strips 1/4", 2" to 5½" wide, regular lengths
15,000' No. 1 Com. Strips, 1/4", 2" to 3½" wide, regular lengths
PLAIN WHITE OAK
(Regular Widths and Lengths)
95,000' No. 1 Com., 4/4"
165,000' No. 2 Com., 4/4"
18,000' No. 1 Com., 5/4"
27,000' Com. & Better, 8/4"
69,000' Com. & Better, 12/4"
PLAIN RED OAK
(Regular Widths and Lengths)
205,000' No. 1 Com., 4/4"
200,000' No. 2 Com., 4/4"
23,000' 1s & 2s, 5/4"
51,000' No. 1 Com., 5/4"
28,000' Com. & Better, 8/4"
13,000' Com. & Better, 10/4"
PLAIN RED GUM
(Regular Widths and Lengths)
81,000' No. 1 Com., 4/4"
13,000' No. 1 Com., 5/4"
GUM
15,000' Box Boards, 4/4", 8" to 12" wide, regular lengths
16,000' Box Boards, 4/4", 13" to 18" wide, regular lengths
SAP GUM
(Regular Widths and Lengths)
20,000' 1s & 2s, 4/4"
48,000' No. 2 Com., 4/4"
19,000' 1s & 2s, 5/4"
27,000' No. 1 Com., 5/4"
30,000' 1s & 2s, 6/4"
9,000' Com. & Better, 3/4"
SOFT MAPLE
24,000' Log Run, 12/4", regular widths and lengths
ASH
33,000' Nos. 1 & 2 Com., 4/4", regular width and lengths

PENROD-JURDEN & McCOWEN, Inc.

WHITE ASH—Dry
25,200' 1s & 2s, 4/4", 6" to 9" wide, 8/16' long
15,400' 1s & 2s, 4/4", 6" to 7" wide, 8/16' long
45,000' 1s & 2s, 5/4", 6" to 9" wide, 8/16', 60% 8-10" long
25,060' 1s & 2s, 6/4", 6" to 9" wide, 8/16' long
15,000' select, 6/4", 10" & up wide, 8/16' long
40,700' 1s & 2s, 8/4", 10" & up wide 8/16' long
15,500' 1s & 2s, 8/4", 12" & up wide, 8/16' long
15,400' 1s & 2s, 12/4", 6" & up wide, 8/16' long
26,100' 1s & 2s, 16/4", 6" & up wide, 8/16' long
15,000' 1s & 2s, 20/4", 6" & up wide, 8/16' long
340,000' No. 1 Com., 4/4", reg. width & length
25,500' No. 1 Com., 5/4", reg. width & length
26,000' No. 1 Com., 6/4", 10" & up wide, reg. length
350,000' No. 1 Com., 8/4" reg. width & length
15,600' No. 1 Com., 8/4", 6" & up wide, reg. length
36,500' No. 1 Com., 10/4", reg. width & length
34,000' No. 1 Com., 12/4", reg. width & length
20,000' No. 1 Com., 16/4", reg. width & length
18,000' No. 2 Com., 6/4", reg. width & length
8,000' No. 2 Com., 8/4", reg. width, 18/20' long
47,280' No. 2 Com., 8/4", reg. width, 4/16' long

DUDLEY LUMBER CO., Inc.

Thoroughly Air Dried

QTD. WHITE OAK
42,500' 1s & 2s, 3/4", 10" and up wide, reg. length
98,000' No. 1 Com., 1/4", 6" & up wide, reg. length
23,500' No. 1 Com., 1/2", 3" & up wide, reg. length
33,000' No. 1 Com., 3/4", 8" & up wide, reg. length
42,200' No. 2 Com., 3/8", reg. wdth and lgth
116,000' No. 2 Com., 3/4", reg. width and lgth.
QTD. WHITE OAK STRIPS
14,800' No. 1 Com., 1", 1 1/2" to 2 1/2" wide, reg. length
10,100' No. 1 Com., 1", 3" to 3 1/2" wide, reg. length
PLAIN WHITE OAK
7,500' No. 1 Com., ½", reg. width and length
55,700' No. 2 Com., 1/2", reg. width
PLAIN RED OAK
11,000' 1s & 2s, ½", reg. width and length
100,000' 1s & 2s, 5/8", reg. width, all 12' & shorter
300,000' No. 1 Com., 5/8", reg. width and length
100,000' No. 2 Com., 5/8", reg. width and length
PLAIN RED GUM
18,000' fig. wood, No. 1 Com., 1" wide, reg. length
QTD RED GUM
13,000' fig. wood, No. 1 Com., 1" wide, reg. length
65,000' plain wood, 1s & 2s, 1" wide, reg length
252,000' plain wood, No. 1 Com., 1" wide, reg. length
PLAIN RED GUM
72,900 1s & 2s, 4/4", 13" to 17" wide, reg length
33,000' 1s & 2s, 4/4", 17" & up wide, reg. length

R. J. DARNELL, Inc.

QUARTERED WHITE OAK
12,000' FAS, ⅝"
12,000' FAS, 1"
17,000' No. 1 Com., ⅝"
25,000' No. 1 Com., 1"
48,000' Clr. Strips, S. N. D., 1x2½ to 3½"
9,000' Clr. Strips, S. N. D., 1x4 & 4½"
QUARTERED RED OAK
22,000' FAS, 1"
PLAIN RED OAK
59,000' FAS, 1"
24,000' FAS, 1¼"
60,000' No. 1 Com., 1"
12,000' No. 1 Com., 1¼"
70,000' No. 3 Com., -"
ELM
50,000' Log Run, 1"
63,000' Log Run, 2"
15,000' Log Run, 3"
85,000' Log Run, 4"
25,000' No. 3 Com., 1"
QUARTERED BLACK GUM
60,000' No. 1 Com. & Bet., 1"
PLAIN BLACK GUM
20,000' Log Run, 1"
MAPLE
100,000' Log Run, 4"
QUARTERED RED GUM
74,000' FAS, 1"
38,000' No. 1 Com., 1"
PLAIN RED GUM
15,000' FAS, 1"
35,000' No. 1 Com., 1"
13,000' No. 1 Com., 1¼"
PLAIN SAP GUM
15,000' FAS, 1"
20,000' FAS, 1¼"
36,000' No. 1 Com., 1¼"
CYPRESS
150,000' Shop, 1"
72,000' Shop, 1¼"
85,000' Shop, 1½"
80,000' Shop, 2"
80,000' Pecky, 1"

Stimson Veneer & Lbr. Co.

Send in your order now for

SAP GUM
16,000' 5/8" No. 1 Com. & Btr.
18,000' 4/4" 1s & 2s.
28,000' 4/4" No. 1 Com.
45,000' 4/4" No. 2 Com.
14,000' 4/4" No. 3 Com.
53,500' 5/4" 12" & up, 1s & 2s
244,000' 5/4" Com. & Btr.
29,000' 5/4" No. 2 Com.
10,000' 4/4", 9 to 12 Box Boards
6,500' 4/4", 18" & up, Panel
RED GUM
25,000' 4/4" 1s & 2s, Plain
38,000' 4/4" No. 1 Com., Plain
23,000' 4/4" 1s & 2s, Qtd.
112,000' 4/4" No. 1 Com. Qtd.
53,000' 4/4" 1s & 2s, Qtd. Fig.
25,000' 4/4" No. 1 Com. Qtd. Fig.
22,000' 5/4" 1s & 2s, Plain
34,000' 5/4" No. 1 Com., Plain
22,500' 5/4" 1s & 2s, Qtd.
85,000' 5/4" 1s & 2s, Plain.
500' 6/4" 1s & 2s, Plain
4,600' 6/4" No. 1 Com., Plain
47,600' 6/4" 1s & 2s, Qtd.
41,500' 6/4" No. 1 Com. Qtd.
29,700' 8/4" Qtd., sap no defect
14,100' 8/4" 1s & 2s, Plain
21,300' 8/4" No. 1 Com., Plain
201,000' 8/4" 1s & 2s, Qtd.
104,000' 8/4" No. 1 Com., Qtd.
33,000' 12/4" Qtd.
OAK
35,000' 4/4" 1s & 2s, Plain Red
50,000' 4/4" Com. & Btr., Sound Wormy
36,000' 5/4" 1s & 2s, Plain Red
35,000' 6/4" Step Plank
12,000' 5/4" No. 1 Com. Plain Red

The Mossman Lumber Co.

QTD. RED GUM
4/4" Com. & Btr.
5/4" Com. & Btr.
6/4" Com. & Btr.
8/4" Com. & Btr.
10/4" Com. & Btr.
PLAIN RED GUM
4/4" Com. & Btr.
5/4" Com. & Btr.
6/4" Com. & Btr.
8/4" Com. & Btr.
QTD. UNSELECTED GUM
8/4" Com. & Btr.
10/4" Com. & Btr.
12/4" Com. & Btr.
PLAIN SAP GUM
4/4" Com. & Btr.
5/4" Com. & Btr.
6/4" Com. & Btr.
4/4" No. 2 Com.
6/4" No. 2 Com.
8/4" No. 2 Com.
QTD. WHITE OAK
4/4" Com. & Btr.
QTD. RED OAK
4/4" No. 1 Com.
6/4" No. 1 Com.
PLAIN OAK
4/4" Com. & Btr.
5/4" Com. & Btr.
4/4" No. 2 Com.
ELM
6/4" Log run
8/4" Log run
12/4" Log run
ASH
5/4" No. 1 Com.
6/4" No. 1 Com.
8/4" Com. & Btr.

The Kraetzer-Cured Lumber Co.

SAP GUM
100,000' 5/8" No. 1 C. & Btr.
15,000' 4/4" Box Bds., 13-17"
175,000' 4/4" FAS, 6-12"
50,000' 4/4" FAS, 13-17"
125,000' 5/4" FAS.
40,000' 6/4" FAS.
225,000' 4/4" No. 1 C.
200,000' 5/4" No. 1 C.
80,000' 6/4" No. 1 C.
PLAIN RED GUM
12,000' 3/8" FAS.
45,000' 4/4" FAS.
15,000' 4/4" No. 1 C.
22,000' 4/4" No. 2 C.
100,000' 5/4" No. 1 C. & Btr.
45,000' 6/4" No. 1 C. & Btr.
30,000' 8/4" No. 1 C. & Btr.
QUARTERED RED GUM
45,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" No. 1 C.
PLAIN WHITE OAK
45,000' 4/4" FAS.
30,000' 4/4" No. 1 C.
50,000' 8/4" No. 1 C. & Btr.
PLAIN RED OAK
75,000' 4/4" FAS.
45,000' 4/4" No. 1 C.
ASH
30,000' 5/4" No. 1 C. & Btr.
30,000' 5/4" No. 3 C.
MISCELLANEOUS
30,000' 6/4" Log Run Pecan.
40,000' 12/4" Log Run Maple.
30,000' 4/4" Log Run Tupelo Gum.

Let us quote you

J. W. WHEELER & CO.

Band Mills: Madison, Ark., Wisner, La., Oak Grove, Miss.

PLAIN RED OAK
36,150' 4/4" FAS
133,466' 5/4"
101,350' 6/4"
45,580' 8/4"
12,730' 10/4" C. & B.
199,630' 12/4" C. & B.
2,200' 3/4" C. & B.
92,210' 4/4" No. 1 Com.
199,260' 5/4"
292,739' 6/4"
6,800' 8/4"
QTD. RED OAK
2,115' 6/4" FAS
12,980' 4/4" No. 1 Com.
QTD. WHITE OAK
90,700' 4/4" No. 1 Com.
24,000' 6/4"
27,300' 8/4"
CYPRESS
7,800' 6/4" FAS
15,800' 4/4" Shop
17,000' 6/4"
TUPELO
25,310' 4/4" FAS
5,600' 6/4"
SYCAMORE
2,100' 4/4" Qtd. L/R
4,200' 4/4" Pln. L/R
POPLAR
7,200' 4/4" L/R
HACKBERRY
12,751' 4/4" L/R
HICKORY
4,200' 6/4" L/R
1,000' 12/4" FAS
PLAIN WHITE OAK
8,500' 4/4" FAS
48,230' 6/4"
19,560' 8/4"
10,300' 10/4" C. & B.
49,500' 12/4" C. & B.

Most all the above is in good shipping condition.
Our location assures prompt service.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS

All Stock Regular Width and Length, and Dry.

PLAIN RED OAK
45,000' FAS., 1"
75,000' No. 1 C., 1"
35,000' No. 2 C., 1"
30,000' FAS., 5/4"
15,000' No. 1 C., 5/4"
15,000' No. 2 C., 5/4"
PLAIN WHITE OAK
20,000' FAS., 1"
50,000' No. 1 C., 1"
50,000' No. 2 C., 1"
15,000' FAS., 5/4"
15,000' No. 2 C., 5/4"
QUARTERED WHITE OAK
30,000' FAS., 1"
75,000' No. 1 C., 1"
18,000' No. 2 C., 1"
12,000' FAS., 5/4"
15,000' No. 1 C., 5/4"
QUARTERED RED GUM
35,000' No. 1 C. & B., 6/4", sap no defect
75,000' No. 1 C. & B., 2", sap no defect
20,000' No. 1 C. & B., 10/4", sap no defect
15,000' FAS., 2"
20,000' No. 1 C., 2"
PLAIN RED GUM
38,000' FAS., 1"
28,000' FAS., 5/4"
18,000' No. 1 C., 5/4"
15,000' FAS., 6/4"
30,000' No. 1 C., 6/4"
18,000' FAS., 2"
40,000' No. 1 C., 2"
SAP GUM
50,000' FAS., 1"
60,000' FAS., 5/4"
60,000' No. 1 C., 5/4"
25,000' No. 2 C., 5/4"
75,000' FAS., 6/4"
75,000' No. 1 C., 6/4"

Coulson Lumber Co., Inc.

QUARTERED WHITE OAK
50,000' 1/4" 1s & 2s
30,000' 3/4" 1s & 2s
700,000' 1/4" No. 1 Common
100,000' 3/8" No. 1 Common
50,000' 5/8" No. 1 Common
50,000' 3/4" No. 1 Common
30,000' 4/4" No. 1 Common
1,300' 5/4" No. 1 Common
4,000' 6/4" No. 1 Common
150,000' 1/4" No. 2 Common
6,000' 3/8" No. 2 Common
9,000' 1/2" No. 2 Common
45,000' 4/4" No. 2 Common
3,500' 5/4" No. 2 Common
1,200' 6/4" No. 2 Common
65,000' 4/4" Clear Qtd. White Oak strips
PLAIN WHITE OAK
260,000' 1/4" No. 1 Common
150,000' 1/2" No. 1 Common
70,000' 5/8" No. 1 Common
350,000' 1/4" No. 2 Common
65,000' 5/8" No. 2 Common
100,000' 4/4" No. 2 Common
6,000' 5/4" No. 2 Common
1,500' 6/4" No. 2 Common
4,500' 8/4" No. 2 Common
PLAIN RED OAK
120,000' 3/8" 1s & 2s
150,000' 1/2" 1s & 2s
150,000' 5/8" 1s & 2s
200,000' 4/4" 1s & 2s
45,000' 1/2" No. 1 Common
300,000' 4/4" No. 1 Common
80,000' 4/4" No. 2 Common
9,000' 5/4" No. 2 Common
1,000' 6/4" No. 2 Common
8,000' 7/4" No. 2 Common

Russe & Burgess, Inc.

For immediate shipment

QUARTERED WHITE OAK
2,500' 3/4" No. 2 C. & B.
9,400' 4/4" 1s & 2s
150,000' 4/4" No. 1 Common
PLAIN WHITE OAK
52,000' 4/4" No. 1 Common
32,000' 4/4" No. 2 Common
PLAIN RED OAK
20,000' 3/4" 1s & 2s
62,000' 4/4" 1s & 2s
175,000' 4/4" No. 1 Common
QUARTERED RED GUM
46,500' 4/4" 1s & 2s
11,500' 4/4" No. 1 Common
77,000' 5/4" 1s & 2s
113,500' 5/4" No. 1 Common
19,000' 6/4" 1s & 2s
67,000' 6/4" No. 1 Common
31,000' 8/4" 1s & 2s
7,600' 8/4" No. 1 Common
20,000' 10/4" 1s & 2s
10,000' 12/4" 1s & 2s
QTD. RED GUM—Sap no Defect
17,000' 5/4" 1s & 2s
8,000' 5/4" No. 1 Common
127,000' 6/4" 1s & 2s
108,000' 6/4" No. 1 Common
140,000' 8/4" 1s & 2s
72,000' 8/4" No. 1 Common

BELLGRADE LUMBER CO.

QUARTERED RED OAK
9,000 ft. 1s & 2s 4/4".
40,000 ft. No. 1 C. 4/4".
QUARTERED WHITE OAK
10,000 ft. 1s & 2s 4/4".
50,000 ft. No. 1 C. 4/4".
PLAIN RED OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
PLAIN WHITE OAK
30,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
75,000 ft. No. 2 C. 4/4".
TUPELO GUM
30,000 ft. 1s & 2s 4/4".
15,000 ft. No. 1 C. 4/4".
SAP GUM
60,000 ft. 1s & 2s 5/8".
50,000 ft. No. 1 C. 5/4".
50,000 ft. 1s & 2s 3/4".
60,000 ft. No. 1 C. 3/4".
100,000 ft. 1s & 2s 4/4".
100,000 ft. No. 1 C. 4/4".
15,000 ft. 1s & 2s 5/4".
30,000 ft. No. 1 C. 5/4".
75,000 ft. 1s & 2s 8/4".
75,000 ft. No. 1 C. 8/4".
PLAIN RED GUM
30,000 ft. 1s & 2s 4/4".
17,000 ft. 1s & 2s 6/4".
30,000 ft. 1s & 2s 8/4".
15,000 ft. No. 1 C. 8/4".
QUARTERED RED GUM
75,000 ft. 1s & 2s 8/4".
50,000 ft. No. 1 C. 8/4".
QUARTERED FIGURED RED GUM
11,000 ft. 1s & 2s 4/4".
12,000 ft. No. 1 C. 4/4".
14,000 ft. 1s & 2s 6/4".
12,000 ft. No. 1 C. 6/4".
15,000 ft. 1s & 2s 8/4".
17,000 ft. No. 1 C. 8/4".

J. H. BONNER & SONS

PLAIN OAK
22,000' FAS., 2"
19,000' FAS., 2½"
24,000' FAS., 3"
55,000' No. 1 Com., 1"
14,000' No. 1 Com., 1¼"
12,000' No. 1 Com., 1½"
29,000' No. 1 Com., 2"
12,000' No. 1 Com., 2½"
14,000' No. 1 Com., 3"
3,000' No. 1 Com., 4"
42,000' No. 2 Com., 1"
12,000' No. 2 Com., 1¼"
6,000' No. 2 Com., 1½"
18,000' No. 2 Com., 2"
4,000' No. 2 Com., 2½"
5,000' No. 2 Com., 3"
QUARTERED WHITE OAK
6,000' No. 1 Com., 1¼"
6,000' No. 1 Com., 1½"
COTTONWOOD
45,000' Nos. 1 & 2 Com., 1"
SAP GUM
48,000' No. 1 Com., 1"
34,000' No. 1 Com., 2"
38,000' FAS., 2"
56,000' No. 1 Com. & Btr., 1½", Rift Sawn No Defect
78,000' No. 1 Com & Btr., 1", Rift sawn No Defect
45,000' No. 1 Com. & Btr., 1", Rift Sawn No Defect
QUARTERED RED GUM
67,000' No. 1 Com. & Btr., 1"
QUARTERED BLACK GUM
28,000' No. 1 Com. & Btr., 1"
ELM
47,000' L. B., 3"
OAK
45,000' No. 3 Com., 1"
14,000' No. 3 Com., 2"
48,000' Bridge Plank, 3"
GUM
28,000' No. 3 Com., 2"

Goodlander-Robertson Lumber Co.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2½"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x8" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

The following stock is dry and ready for immediate shipment:

QTD. WHITE OAK
28,000' 4/4" 1s & 2s, 6" to 8" wide
12,000' 4/4" Select Com., 6" & up
PLAIN WHITE OAK
40,000' 4/4" No. 1 Com.
30,000' 6/4" 1s & 2s
80,000' 6/4" No. 1 Com.
20,000' 6/4" No. 2 Com.
16,000' 3½" 1s & 2s
PLAIN RED OAK
32,000' 4/4" No. 1 Com.
8,000' 5/4" 1s & 2s
19,000' 5/4" No. 1 Com.
10,000' 5/4" No. 2 Com.
15,000' 6/4" 1s & 2s
30,000' 6/4" No. 1 Com.
12,000' 6/4" No. 2 Com.
PLAIN OAK
40,000' 4/4" No. 2 Com.
80,000' 4/4" No. 3 Com.
10,000' 5/4" No. 3 Com.
QTD. GUM
15,000' 8/4" 1s & 2s, fig. red
80,000' 8/4" 1s & 2s, red
175,000' 8/4" No. 1 Com.
32,000' 4/4" 1s & 2s, red
35,000' 4/4" No. 1 Com., red
90,000' 8/4" 1s & 2s, sap
120,000' 8/4" No. 1 Com., sap

Little Rock Freight Rates: Cairo, flat 15c, through 13c; St. Louis, flat 18c, through 16c; Chicago, 23½c, Louisville 21c, Cincinnati 23½c, Kansas City 19c. **Mounds Freight Rates:** Cairo 10c, Chicago 19½c, St. Louis 13c, Louisville 18c, Cincinnati 18½c, Kansas City 19c.

BROWN & HACKNEY, Inc.

PLAIN RED OAK
200,000' 4/4" No. 1 Com.
50,000' 4/4" No. 2 Com.
70,000' 5/4" FAS
150,000' 5/4" No. 1 Com.
30,000' 5/4" No. 2 Com.
50,000' 6/4" No. 1 Com.
40,000' 6/4" No. 2 Com.
6,500' 12/4" C. & B.
PLAIN WHITE OAK
75,000' 4/4" FAS
40,000' 4/4" No. 1 Com.
150,000' 5/4" No. 1 Com.
25,000' 5/4" No. 2 Com.
14,000' 6/4" No. 1 Com.
14,000' 6/4" No. 2 Com.
3,500' 8/4" C. & B.
5,500' 12/4" C. & B.
1,800' 16/4" C. & B.
SAP GUM
85,000' 4/4" FAS, 18" & Up
200,000' 4/4" FAS, 6" to 12"
300,000' 6/4" FAS
150,000' 8/4" FAS
SOFT ELM
200,000' 6/4" L. R.
100,000' 8/4" L. R.
100,000' 10/4" L. R.
60,000' 12/4" L. R.
SOFT MAPLE
38,000' 5/4" L. R.
57,000' 6/4" L. R.
57,000' 8/4" L. R.
30,000' 10/4" L. R.
30,000' 12/4" L. R.
30,000' 16/4" L. R.
PECAN
43,000' 8/4" L. R.
8,000' 10/4" L. R.
HACKBERRY
27,000' 6/4" L. R.
23,000' 8/4" L. R.

GEO. C. BROWN & CO.

We have for sale:

QUARTERED WHITE OAK
18,000 ft. 5/8" F. A. S.
20,000 ft. 3/4" F. A. S.
15,000 ft. 5/8" No. 1 Com.
100,000 ft. 4/4" F. A. S.
100,000 ft. 4/4" No. 1 Com.
25,000 ft. 8/4" F. A. S.
100,000 ft. 5/4" No. 1 Com.

PLAIN RED GUM
15,000 ft. 6/4" F. A. S.
50,000 ft. 6/4" No. 1 Com.
20,000 ft. 8/4" F. A. S.
30,000 ft. 8/4" No. 1 Com.

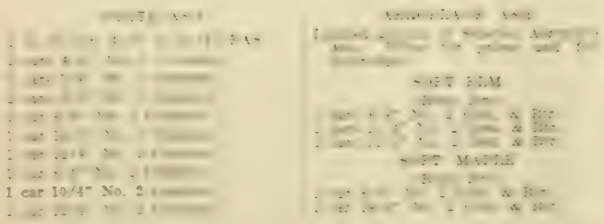
SAP GUM
100,000 ft. 6/4" No. 1 Com.
50,000 ft. 6/4" No. 2 Com.
30,000 ft. 4/4" No. 1 Com.
60,000 ft. 4/4" Wide Box.

QUARTERED RED GUM
20,000 ft. 8/4" F. A. S.
25,000 ft. 8/4" No. 1 Com.
50,000 ft. 4/4" F. A. S.
15,000 ft. 4/4" No. 1 Com.

QUARTERED BLACK GUM
45,000 ft. 4/4" F. A. S.
45,000 ft. 4/4" No. 1 Com.

COTTONWOOD
30,000 ft. 4/4" F. A. S., 6 to 12".
15,000 ft. 4/4", 11" & up. F. A. S.

Memphis Band Mill Co.



1 car 10/4" No. 2

Riel-Kadel Lumber Co.

Regular Widths and Lengths

QUARTERED WHITE OAK
4 cars Select 4/4"

QUARTERED RED OAK
1 car No. 1 Com. & Btr. 4/4"

QUARTERED RED & WHITE OAK
7 cars No. 1 Com. & Btr. 4/4", mixed

PLAIN RED OAK
4 cars FAS 5/4"

HICKORY
4 cars Com. & Btr. 4/4"
2 cars Com. & Btr. 5/4"
5 cars Com. & Btr. 6/4"
2 cars Com. & Btr. 10/4"
5 cars Com. & Btr. 12/4"
5 cars Com. & Btr. 16/4"

ELM
5 cars Log Run 12/4"

Ferguson & Palmer Co.

Regular Widths and Lengths

BEECH
17,000' L. B., 8/4"

COTTONWOOD
20,000' FAS, 6/4"
125,000' Panel, 4/4", 18" & up wide

CYPRESS
50,000' Selects, 4/4"
24,000' Peeky, 8/4"

ELM
50,000' No. 1 C. & Btr., 8/4"
175,000' L. B., 4/4"

RED GUM
150,000' No. 1 Com., 4/4"
60,000' No. 1 Com., 5/4"

SAP GUM
50,000' FAS, 5/4"
80,000' Panel, 4/4", 18" & up wide

QUARTERED GUM
150,000' FAS, 8/4"
100,000' No. 1 C. & Btr., 4/4"

QUARTERED SAP GUM
50,000' No. 1 C. & Btr., 8/4"

SOFT MAPLE
40,000' L. B., 12/4"

QUARTERED WHITE OAK
FAS 4/4"
80,000' FAS, 5/4" & 6/4"
No. 1 Com. 4/4"

PLAIN WHITE OAK
30,000' FAS, 4/4"
15,000' FAS, 8/4"
80,000' No. 1 C. & Btr., 8/4"

PLAIN RED OAK
75,000' FAS, 4/4"
100,000' FAS, 6/4"
No. 1 Com., 5/4"
No. 1 Com., 4/4"

SYCAMORE
FAS, 5/4"
No. 1 C. & Btr., 8/4"

WILLOW
FAS 5/4", all 12"
No. 1 C. & Btr., 5/4"
FAS, 12/4"

ANDERSON-TULLY CO.

Paepcke Leicht Lumber Co.

Manufacturers

SPECIALTIES
Cottonwood.
Red and Sap Gum.
Red and White Oak.
Cypress, Elm.

Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING CHICAGO, ILL.

The following are in regular widths and lengths

9,000' Clear, 4/4", 2½ to 5½", 8 to 16' long, 4 mos. dry
9,000' FAS, 5/4", 14 mos. dry
5,000' FAS, 6/4", 8 mos. dry.

PLAIN RED OAK
40,000' FAS, 5/4", 12 mos. dry
35,000' No. 1 C., 5/4", 12 mos. dry
8,000' No. 1 C., 6/4", 4 mos. dry

PLAIN WHITE OAK
8,000' FAS, 5/4", 8 mos. dry
4,000' No. 1 C., 5/4", 8 mos. dry
4,000' No. 1 C., 6/4", 4 mos. dry

RED GUM
12,500' FAS, 4/4", 2 mos. dry
13,000' No. 1 C., 4/4", 2 mos. dry

SAP GUM
11,000' FAS, 8/4", 2 mos. dry
4,5000' No. 1 C., 8/4", 2 mos. dry

PLAIN RED OAK
21,000' FAS, 4/4", green
42,000' No. 1 C., 4/4", green
12,500' FAS, 8/4", green
5,000' No. 1 C., 8/4", green
15,000' FAS, 3", green

PLAIN WHITE OAK
8,000' FAS, 4/4", green
25,000' No. 1 C., 4/4", green
1,000' No. 1 C., 8/4", green
5,000' FAS, 3", green
5,500' No. 1 C., 3", green

F. T. DOOLEY LUMBER CO.

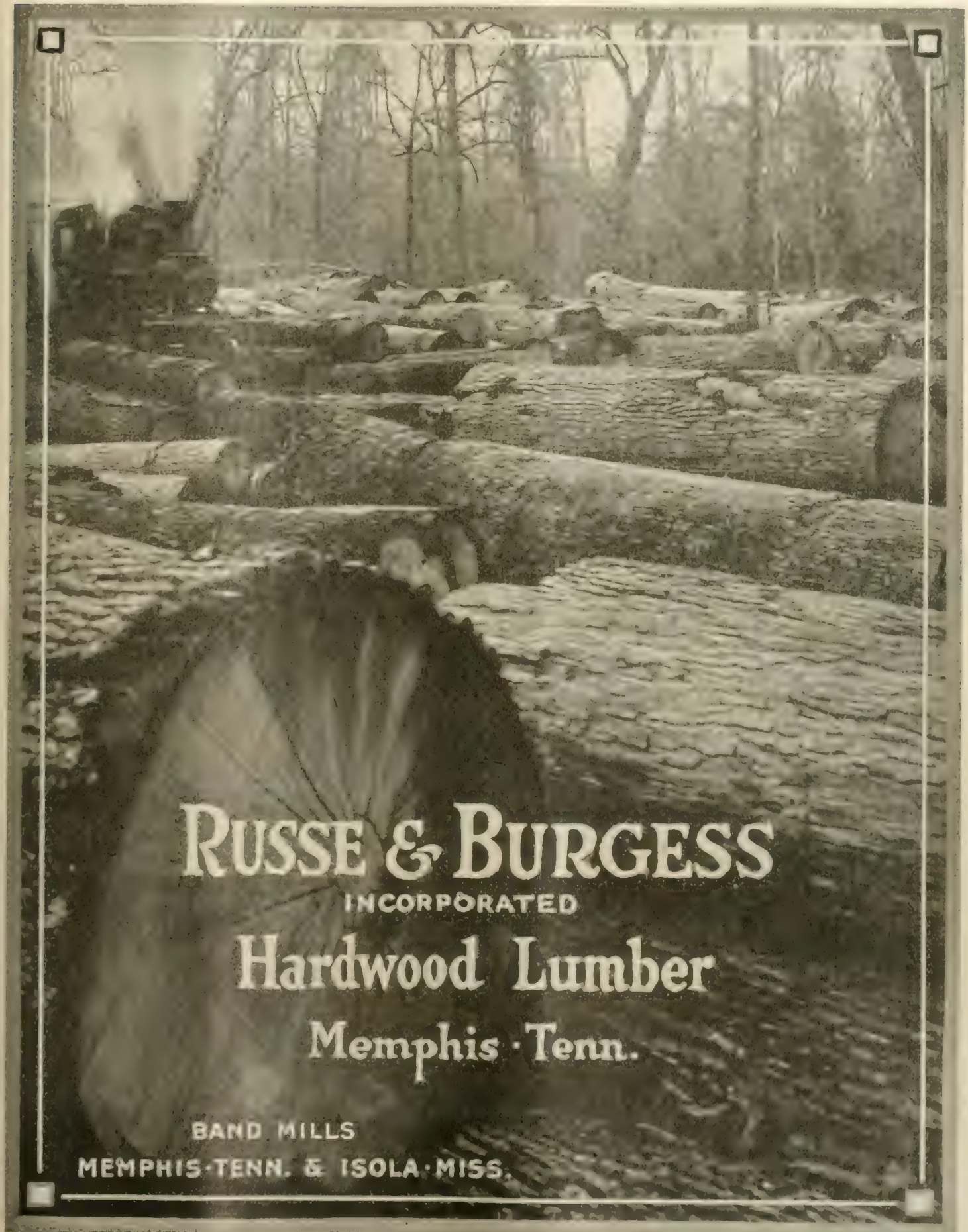
COMMERCIAL KILN DRYING.

We have dry-kiln capacity of 200,000 ft. per month and are prepared to handle a considerable volume of kiln-drying for you

Rates and full information furnished on inquiry

JAMES E. STARK & CO., Inc.

One-tenth of one per cent of direct business secured represents the cost to one advertiser of a year's advertising in HARDWOOD RECORD. This is possible because HARDWOOD RECORD'S woodworking circulation has buying power made up of numerical strength and individual quality. Draw your own conclusions.


RUSSE & BURGESS
INCORPORATED
Hardwood Lumber
Memphis · Tenn.
BAND MILLS
MEMPHIS-TENN. & ISOLA-MISS.

"Running Rehauls Thru the Rough"

That's the title of the timely tale which will be the "headliner" in LOGGING for FEBRUARY.
It tells how Shep. Bridgewater runs his rehauls thru heavy scrub oak in logging the Groveton Mill of Trinity County Lumber Co. at Groveton, Texas. You should read this story—and all the other good things in this number!
Let us send you a FREE COPY.

CLYDE IRON WORKS
Duluth, Minn.
U. S. A.

Designed for mountain logging and other conditions under which ground skidding is impossible. Costs less, needs a smaller crew, gives greater **working** time and larger capacity than any other similar machine on the market.

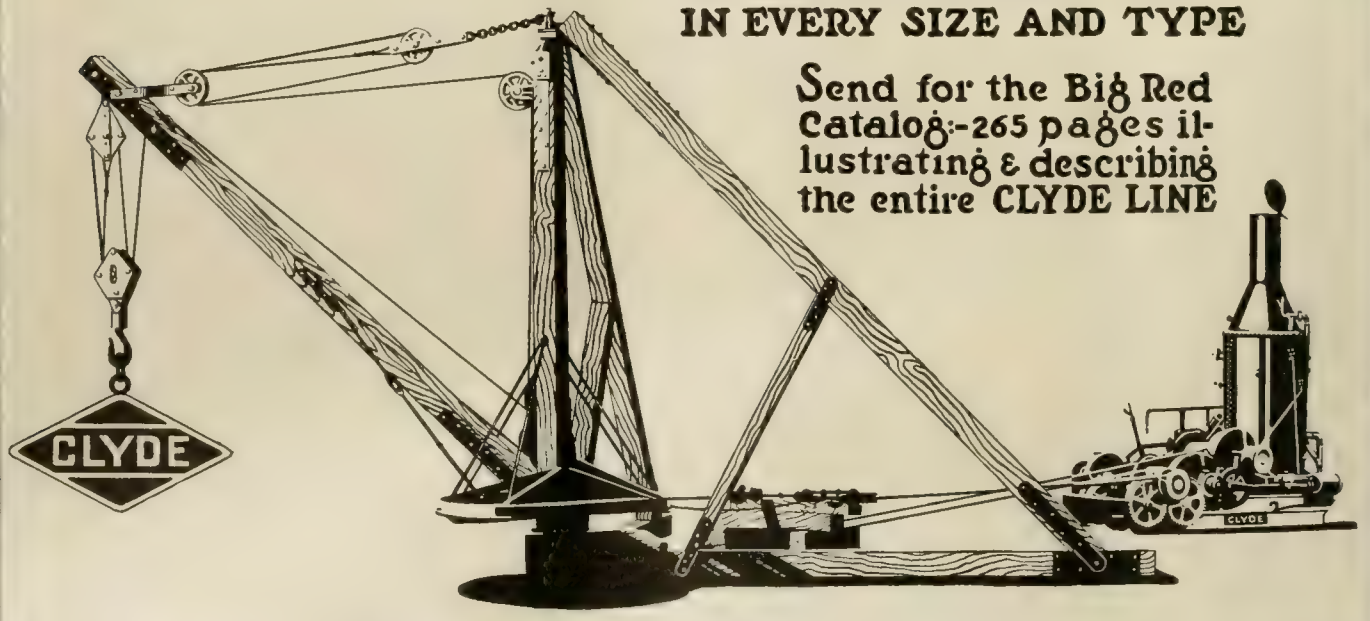
Full Details on Request

CLYDE IRON WORKS
Duluth, Minn.
U. S. A.

HOISTS and DERRICKS of CLYDE-GRADE

BUILT FOR EVERY DUTY IN EVERY SIZE AND TYPE

Send for the Big Red Catalog:-265 pages illustrating & describing the entire CLYDE LINE



CLYDE IRON WORKS: HEAD OFFICE & FACTORY DULUTH, MINNESOTA, U.S.A.

GOVERNMENT DRY KILNS

We are prepared to design, equip, install and operate kilns to meet all government specifications for wagons, aircrafts, autos, ships, etc.

I. **Grand Rapids Vapor Process Kilns** (as perfected thru the erection of 2,000 kilns in high-class woodworking plants).

II. **Tiemann Humidity Regulated Kilns** (as designed and developed by the Forest Products Laboratory at Madison, Wisconsin).

III. **Tiemann-Grand Rapids Combination Kilns** (combining the scientific points of the Tiemann kiln with the practical experience of the Grand Rapids Veneer Works, subject to operation by either method).

We have designed and equipped kilns for

Thornhill Wagon Company.....Lynchburg, Va.
Henry Disston & Sons, Inc.....Philadelphia, Pa.
Massey-Harris Company, Ltd.....Toronto, Ontario
Standard Aircraft Corp.....Elizabeth, N. J.
Wm. Cramp & Sons Ship & Engine Building Company, Philadelphia, Pa.
Gallaudet Aircraft Corporation.....E. Greenwich, R. I.
Signal Corps Experimental Division....McCook Field, O.
Packard Motor Car Company.....Detroit, Michigan
Remington Arms & Ammunition Co.....Ilion, New York
Detroit Shipbuilding Co.....Detroit, Michigan
Thomas-Morse Aircraft Corporation....Ithaca, New York
Pullman Company.....(Four Plants)
Fisher Body Corporation (Airplanes & Bodies), Detroit, Michigan

Submit your drying problem to experts who make a specialty of kiln design and are prepared to furnish and install all equipment and instruments.

GRAND RAPIDS VENEER WORKS

Main Office:
GRAND RAPIDS, MICHIGAN

SEATTLE, WASHINGTON
580 First Avenue South

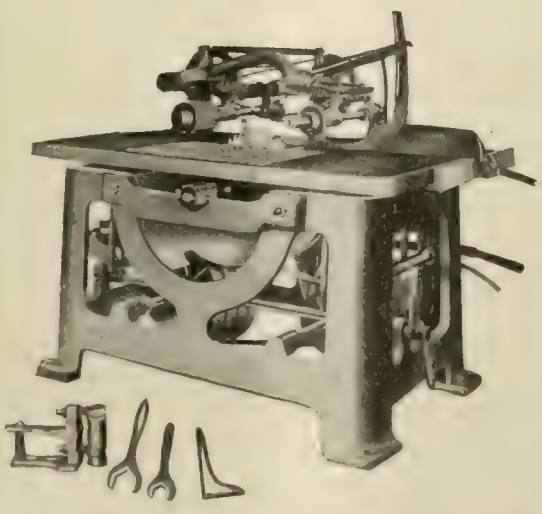
For Greatest Range of Uses

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The



Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material the sawmill takes just as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Th; "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

WE WILL QUOTE ATTRACTIVE PRICES
ON THE FOLLOWING:

39M ft. 1 1/16x2" No. 1 Maple Flooring.
33M ft. 1 1/16x2" Clear Maple Flooring.
200M ft. 4/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Common Maple.
500M ft. 5/4 No. 3 Beech.
150M ft. 6/4 No. 3 Elm.
150M ft. 6/4 No. 2 Common & Better Elm.
10M ft. 8/4 No. 1 Common & Better Elm.
40M ft. 10/4 No. 1 Common & Better Elm.
40M ft. 4/4 No. 2 Common & Better Ash.
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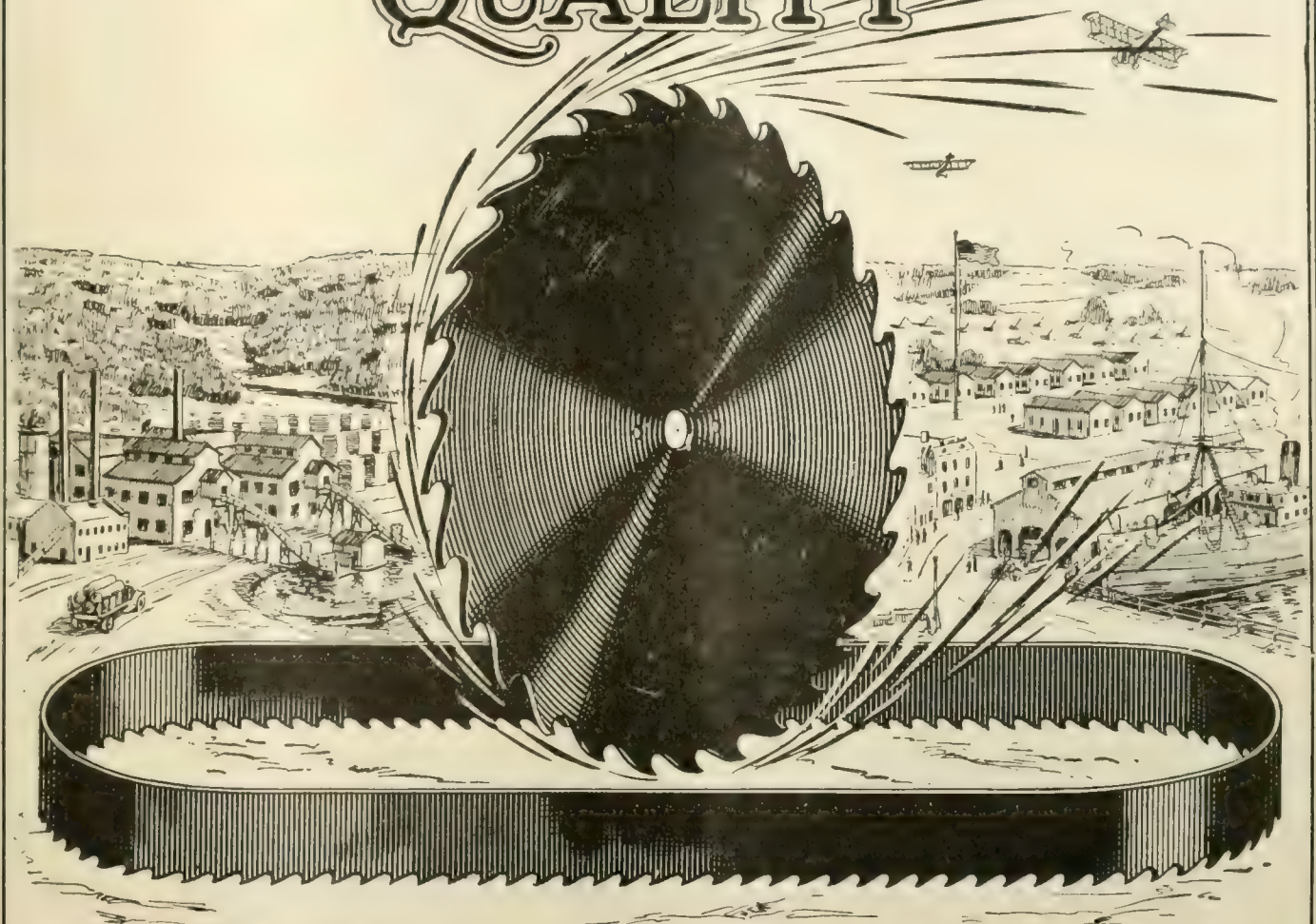

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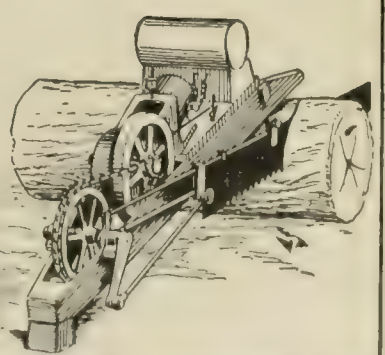

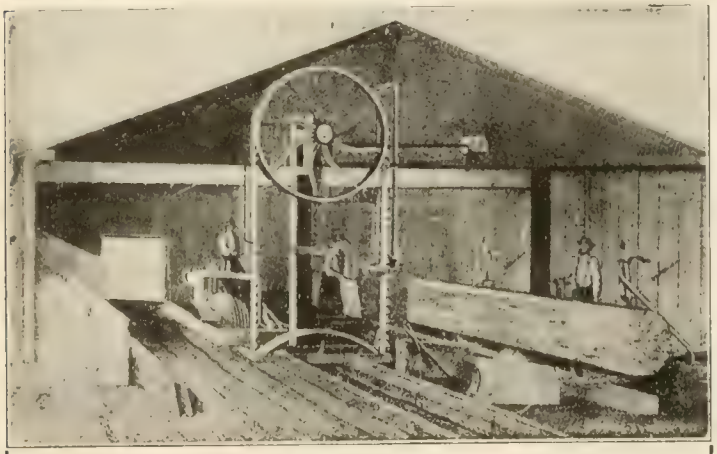

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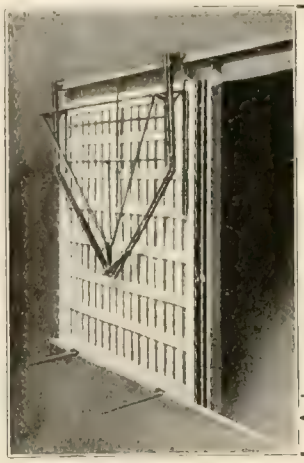

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Review and Outlook

General Market Conditions

WAR WORK has come to still further dominate lumber markets. This fact in itself is not more important than is the further fact that lumber makers and lumber users fully realize the bearing which direct and indirect war needs are having on markets as a whole. The psychological effect of the growing mobilization of wood producing and woodworking industries, of course, takes a different angle in the two cases. The position of the lumber producer is strengthened because he sees an assured market unaffected, in so far as its requirements are concerned, by conditions of supply and demand. He knows that Uncle Sam will buy, and if he is shown what a fair price should be and that figure is properly supported, the price at which he will purchase will be eminently fair to the producer. He knows that the demand and the price will not be fluctuating and that his goods will be converted into cash through expedited movement of government purchases.

On the other hand, the consumer who does not hold government contracts or sub-contracts is greatly concerned over his future supply of lumber and is now endeavoring both to avoid purchasing too far ahead and at the same time cover himself on needed materials.

The tendency which war work is taking is illustrated by two developments of recent date; one, voluntary, though probably inspired, action by manufacturers of pianos and musical instruments, who agreed to curtail production by thirty per cent as a starter, the announced reason being the switching of that large producing capacity to war work. On the other hand, manufacturers of mahogany and walnut are requested to refrain from turning into commercial veneers such mahogany or walnut logs or flitches as would be suitable for airplane or gunstock work. The idea behind this suggestion, which in effect is an order, is not that there is not sufficient walnut stumpage, but is, rather, recognition of the difficulties attending getting out walnut logs and importing mahogany logs. In other words, the implied contention is that every available facility for manufacturing war materials of these woods should be turned to that one purpose, in order to speed up such production to the utmost. This does not mean that such veneers will be out of the market, as there is a good deal of such wood, particularly in walnut and in some of the varieties of mahogany, which is not suitable for any war purpose. Walnut and mahogany are exceedingly good property.

In the domestic lumber lines production of direct and indirect war materials has assumed such growing proportions that the manufacture of the strictly commercial grades and thicknesses is not any longer of sufficient significance to seriously affect the general market. Woodworking factories of which the furniture plants are typical are, though, buying a good deal of lumber, and retail furniture conventions of late have brought out sentiment indicating that the furniture demand is going to keep up in good proportions. The population as a whole seems to still have sufficient money wherewith to purchase needed furniture and the probability is that good sales will continue. The branch of the furniture business which has the greatest cause for concern is the dealer, as the future holds the probability of shortage rather than surplus, as the factory will be turned over either in part or altogether to war production. Thus this market for hardwoods and veneers will be conserved even though the quantity of furniture and similar products turned out is reduced. This is not merely a surmise of the future, but is a statement of the situation as it is now actually developing.

The hardwood trade should not anticipate too much of direct benefit for that branch of the lumber business as a result of Secretary McAdoo's explanation of his famous anti-building statement. Mr. McAdoo explains that he is opposed to the erection only of luxurious structures and those built purely to give pleasure. Thus this real damper on building construction is removed, but as the luxurious dwelling and that erected as a permanent home for the owner have shown the greatest proportionate demand in comparison with other buildings for hardwoods, Secretary McAdoo's modifications of his anti-building prediction is not of so much direct significance from a hardwood standpoint.

Hardwood Record has prophesied, though, that apartment and residence construction in the large cities would be resumed in spite of great increased cost. This prediction is supported rather than weakened by developments of late. The spring renting season in all of the big centers found a total absence of new construction. Rents have climbed to a point where building, even on the present basis of cost, would be profitable, and this fact, coupled with the more significant fact that new building is sorely needed, means that the economic ban on apartment house and residence construction must gradually be lifted even though its removal is but partial. It must be remembered also, that even though hardwoods do not enter so largely into the type of construction which Mr. McAdoo is in favor of, the turning of that much of the building lumber supply into such types of construction must of necessity leave room for a certain proportion of hardwoods to be used where that quantity of softwood otherwise would go. In other words, there is an inter-relationship throughout the lumber business as a result of which conditions in one line must of necessity have a direct bearing on conditions in all other lines. That there must be a pronounced stimulus in building in this country in the very near future is everywhere granted. Such activity is an economic necessity,

not only in urban districts, but in agricultural sections where accelerated production must be accompanied by increased facilities for planting, tending and harvesting and storing crops.

No matter in what direction one looks in analyzing the present lumber situation, war work either in its immediate or its indirect form stands out most prominently and really dictates the situation.

Plenty of Timber

NO ONE HAS ANY EXCUSE for entertaining doubts or misgivings on the subject of the timber supply and our war needs. Every necessary need along that line can be met, provided proper steps are taken to procure, prepare and use what our forests contain. The alarm was sounded that there was not enough southern yellow pine for ships, but it has been shown that there is no lack and can be none, no matter how long the war may last. Three hundred billion feet of this pine would not equal what is available in the South leaving a lot of small stuff out of the count entirely.

The next alarm was on the subject of spruce for airplanes. Somebody was afraid there was not enough to go round, and pessimistic reports spread everywhere. That also proved to be a false cry. It did not take long to prove that spruce was available in abundance, and that no possible prolongation of the war could use it all up.

By the time the apparition of a spruce famine had been laid, another scare had been hatched. This time it was on the subject of oak for vehicles. Somebody was afraid there might not be enough for the wagons and gun carriages needed by the government; and the fear found plenty of people ready to take it up and pass it along.

The oak alarm has no more basis than had that concerning spruce, or the other regarding southern pine. If the war should be protracted to the length of the siege of Troy, there would be plenty of good American oak to make every wheeled vehicle needed, and abundance to spare. Elsewhere in this issue of HARDWOOD RECORD, figures are quoted from government reports, showing that at least two hundred billion feet of commercial oak is standing in American forests today. That is more than can be cut and used in forty years, war or no war. An alarm on the oak question is inexcusable, for the facts may easily be ascertained by any one who will take the trouble to consult the 1913 report on the timber stand, compiled by the Bureau of Corporations at Washington. HARDWOOD RECORD published an exhaustive review of that report at the time, and other lumber journals did the same; and this paper has since then, more than once, referred to the figures. But it seems that people soon forget.

There is one phase of the matter that ought to be borne in mind: timber in the woods cannot be used for ships, airplanes or vehicles unless it is manufactured, and in order to secure its manufacture, the necessary costs and a reasonable profit must be forthcoming. Although lumbermen are at least as patriotic as any other class of citizens, they cannot be expected to produce lumber on a large scale at a loss to themselves. Possibly the government has overlooked that fact in some of its efforts to procure timber. An arbitrary price may be fixed below cost; and when the material does not move, the circumstance may be used as proof that there is no timber of that particular kind.

No one knows the cost of logging, sawing and transportation better than the lumbermen themselves, and they are the best judges of reasonable prices of their own product. If some one else guesses at the cost, and guesses too low, it is no matter for surprise that the material is not forthcoming; neither is it any proof that there is a scarcity of that particular commodity.

Few costs are harder to reduce to an average than the cost of lumbering, because scarcely any two regions have similar conditions. What would hold true in one locality would be no criterion elsewhere. For that reason, a cost sheet prepared for one set of conditions would have to be revised if applied elsewhere. Julius Cæsar on one occasion wrote: "I need men or money: give me money and I will get the men." This applies fairly well today with the government's timber requirements. The government has been furnished the necessary money, and if it will use it, it can get all the timber it needs, and get it without paying one dollar more than a fair price.

Showdown on Wagon Oak

ELSEWHERE IN THIS ISSUE is a complete expose of attempted profiteering by government wagon contractors. The plan under which the vehicle interests hoped to squeeze some 30 per cent of additional profit from raw material purchases is a new form of war graft. Possibly the consciences of the profiteersmen is eased by the feeling that they were not planning to take the dollars out of the pockets of Uncle Sam, as did wartime grafters before them. Rather in their fervor of camouflaged patriotism they were merely striking a shrewd bargain, in behalf of our government of course, such as might come up in the ordinary course of raw material purchases.

The man who through his knowledge of human nature, his keenness and his insight into affairs is able to buy below market quotations shows he is a good business man. But in this case as the report very clearly proves the results, in cheaper prices sought, were not to be obtained by legitimate business strategy. Rather, they were sought through deliberately dishonest representation to the government which, had the plans worked out as contemplated, would have forced government action compelling the lumbermen, in effect, to pay the wagon contractors an added profit on each wagon manufactured, equivalent to twenty-five or thirty per cent of the real worth of raw material involved. It is a safe assertion that the additional rakeoff would apply to farm wagons also, as surely no one would think the wagon people so foolish as to pay more money for the same kind of lumber just because it was going into commercial work? Certainly not, especially when the lumbermen were so anxious to help speed up production that they never even knew where the lumber was going!

Let it be emphasized here that the lumber committee which succeeded in unearthing the unsavory facts positively declined to make any comments on the situation. The thing, however, was too big to remain under cover. Let it be also emphasized that the vehicle woodstock committee through its cleverly arranged plans attempted to pull the wool over the eyes of everybody concerned, including Uncle Sam's agents in charge of wagon production. It attempted to get away with its dishonest plan by posing before the government officials as guardian of the public treasury—as a sort of a vigilante committee which would see to it that avaricious lumbermen did not realize the exorbitant profits they coveted. Their plan was so cleverly laid that they actually succeeded in having placed upon their arbitrary dictatorship the stamp of officialdom. Uncle Sam was unwittingly made to place his authority on their attempts to force an added profit on raw material in addition to the profit they were to get on their contracts.

The whole procedure is a disgusting example of corporation greed. The most disheartening side is that were the lumbermen through their straightforward efforts not able to force the other man's cards on the table with their own, the vehicle people would have caused unending delay in the wagon construction program by declining lumber purchases except on the basis of the confiscatory prices which they named themselves. They would have done this in the face of the confidence reposed in the committee by the government.

As the matter now stands, contracts for wagon oak will no longer be subject to the dictation of the autocratic vehicle committee, and prices will be as named by the vehicle makers as their cost of raw material in their quotations on government bids. It still remains to be shown though, just how the committee succeeded in having two sets of prices written in the government records.

A large percentage of planing mill men seem to think any man can file a bench saw, and if a saw will saw, it is enough. Nothing is more erroneous and foolish. A bench saw, to do good work, must, in the first place, be round. Please remember that. If spring set is used, see to it that every tooth comes out to the gage; and, furthermore, be careful to keep the outer points clean and sharp.

Sensational Expose by Oak Men

Memphis Committee Proves Attempt to Profiteer at Expense of Lumbermen

Members of the American Hardwood Manufacturers' Association have their hats off to R. L. Jurden, John M. Pritchard and John W. McClure, members of the special committee who went to Washington to investigate certain phases of the vehicle contracts, for the manner in which they brought about disclosure of the actual prices used by the vehicle manufacturers as the basis of the cost of their materials when they secured these contracts from the government; also for the manner in which they successfully resisted all efforts of those directly interested in the vehicle contracts to create the impression that there was virtually no difference between the prices offered the lumbermen for thick oak plank and the prices which these interests used as the basis for securing the contracts in question.

The committee, immediately following its return to Memphis, issued its report and this was published in pamphlet form and distributed to all members of the association. Neither the committee nor officials of the association have given out any statement whatever for publication. But the report has been widely distributed and has become public property, with the result that it is available for disclosure of the principal features thereof without any violation of confidence or of the pledge of the committee made to Senator McKellar of Tennessee in regard thereto.

Stock in the association has risen rapidly on the basis of this accomplishment, and there is a rapid growth in membership in progress because of this very definite and very substantial victory on the part of the committee, which received invaluable aid from United States Senator K. D. McKellar, and which likewise received unfailing courtesy and consideration from Acting Quartermaster General George W. Goethals.

The overshadowing feature of the report is the prices of materials, certified to by Colonel W. S. Wood, as "a true copy of the approved cost lists submitted to the Quartermaster General of the army for establishing prices on escort wagons." The prices of materials, as thus certified, are given herewith:

Nov. 26, 1917.

PRICES OF MATERIALS

Singletrees	$ .16
1" oak 6" and up	80.00
1" oak 10" and up	85.00
2" oak, 1sts and 2nds	95.00
No. 1 common	75.00
2¼, 2½ and 3" oak, 1sts and 2nds	110.00
No. 1 common	90.00
3½ and 4" 1sts and 2nds, oak	120.00
No. 1 common	100.00
Poles, 3x4½—12' or 3x4¾—12'	120.00
Reaches, 3x4—7'	115.00
Rims, 3½x2½—3' 10" and 4' 8"	8.60
Felloes, 3½x3—3' 8" and 4' 8"	5.50
Spokes, 2" Sarven clubs turned, each	.16
Front bolster, 4x5½—4' 5"	115.00
Axle beds, 3¾x4—4' 5"	100.00
Brake bar, 2¼x5½	85.00
Slider bar, 2½x3½—4' 4"	80.00
Hound bar, 2½x6—4'	80.00
All other gear dimensions	80.00
Bows, per set	2.25
Lead bar	95.00
Bottom cleats	70.00
Brake blocks	55.00
Double trees	95.00
Pine bottoms, 1x4x6x112'	65.00
Gum box boards, 1x8 to 12"	52.50
Same, 1x13 to 17"	57.50

I hereby certify that this is a true copy of the approved cost lists submitted to the Quartermaster General of the army for establishing prices on escort wagons. This extract consists of six pages.

(Signed) W. S. Wood,
J. M. Bech. Colonel Q. M. Corps N. A.

Before the committee reached Washington, General Goethals had addressed a letter, under date of March 8, to Senator McKellar, as follows:

"Referring to your call on March 5, with Mr. Ewing, I beg to advise as follows:

Certain prices were fixed for completed wagons and wheels, and in arriving at these prices to be paid for the finished product, the following prices of raw materials were fixed:

Red and white oak, grass green planks, Chicago delivery:

	Per M.
2¼" to 3¼", firsts and seconds	$80
No. 1 common	60
3" and 4", firsts and seconds	85
No. 1 common	65

The above prices were increased by $20 per M for dry stock of twelve to eighteen months; $30 per M for dry stock of eighteen to twenty-four months, and $40 per M for dry stock of twenty-four months, or over.

The foregoing prices will be for all raw materials unless specific contracts were entered into by wagon manufacturers, in which case the contracts themselves will govern.

I do not know Mr. Ewing's address. Please send him the enclosed copy of this letter and oblige. Yours very truly,

(Signed) Geo. W. Goethals,
GWG—MW. Acting Quartermaster General.

The committee in its report made the following notation:

You will observe that these prices covering red and white oak, grass green plank, are based on Chicago delivery and that the prices given are identically those prices fixed by the wagon and vehicle purchasing committee to be paid by the vehicle manufacturers for these items, and this is confirmed by the "confidential" price list issued by the wagon and vehicle purchasing committee, effective December 20, 1917, which list was sent to its members for their "confidential" use. The committee then quoted, in its report, the entire list of these "confidential" prices.

The committee was under the impression that the prices named by General Goethals in the foregoing communication were "those prices that the vehicle manufacturers had used as their costs in securing government contracts." It had certain information, however, which led it to believe these prices were not the prices used as the costs of the vehicle manufacturers in securing contracts and that General Goethals, in writing the letter to Senator McKellar, "was laboring under a misapprehension or did not have the correct information."

The committee therefore called on General Goethals, in company with Senator McKellar on the morning of March 19, and told him that his letter of March 8, in so far as it pertained to "the cancellation of contracts" was satisfactory to the lumbermen, but that some of the vehicle manufacturers who had contracts at specific prices felt that "they should have a specific order from the Quartermaster General permitting them to carry out and execute these contracts." General Goethals thereupon, according to the committee, dictated a letter, under date of March 18, to one of the vehicle manufacturers (whose name was omitted) who had entered into contracts for large amounts of green oak plank and had later attempted to cancel such contracts, stating as his reason "that the prices paid or contracted were in excess of the prices fixed by the wagon and vehicle purhasing committee and in excess of the prices which he was allowed to pay." The last paragraph of this letter is quoted herewith:

We are not authorized to fix prices for the wood which enters into the manufacture of the wagons, and you were not authorized, so far as this department is concerned, to press upon the producers a lower price than that named in your specific contract, and in good faith your contract should be carried out and the prices named there should be paid for the raw material." Yours very truly,

(Signed) George W. Goethals,
Acting Quartermaster General.

The committee made this notation "You will therefore observe that this definitely settles the question as to the right of any vehicle manufacturer to cancel existing contracts or the right of the wagon and vehicle purchasing committee to, in any manner, interfere with existing contracts."

In this connection it will be recalled by readers of the Hardwood Record that the Mississippi Valley hardwood manufacturers and the members of the Lumbermen's Club of Memphis, early in this controversy, adopted resolutions in which they charged that a

prominent firm in Memphis had cancelled contracts for green oak plank at the alleged instigation of the so-called "vehicle committee," and in which they roundly scored that body for its alleged interference in such contracts.

The committee assured General Goethals of its complete satisfaction with his ruling that "the price to be paid for raw materials by vehicle manufacturers was the price which the wagon manufacturers had used as their cost in obtaining government contracts," and advised him that the lumbermen were willing to accept that price. It informed this official, however, that it felt "that the figures for 2¼ to 4-inch FAS and No. 1 common red and white oak green plank delivered on Chicago rate, as given in his letter of March 8 to Senator McKellar, were not the figures used by the vehicle manufacturers as their cost in obtaining their wagon contracts."

General Goethals thereupon voluntarily gave the committee authority to examine the original records and satisfy itself as to the correctness of the prices and dictated a letter to Col. W. S. Wood, depot quartermaster at Jeffersonville, Ind., who was in Washington at the branch office opened by him, instructing him to "please let Messrs. Pritchard, McClure and Jurden have access to all figures furnished by the manufacturers for the finished products."

The committee called on Colonel Wood and presented its memorandum from General Goethals. Its investigation of the files developed the fact that "different prices from those stated in General Goethal's letter of March 8 to Senator McKellar had been used by the vehicle manufacturers as their cost of raw materials in obtaining their contracts."

The committee then gave a copy of "prices for materials," already quoted, "as used by vehicle manufacturers as of Nov. 26, 1917, as their costs." The committee made the explanation, however, that "this list of prices on raw materials does not state, neither did the original copy in the file show, whether or not these prices were f. o. b. mill or f. o. b. wagon factories; neither did the original files show whether or not the prices were for green or dry materials."

A. B. Thielens was present at the interview in Colonel Wood's office and, upon direct question, stated "that the prices certified to by Colonel Wood were based on Chicago rate of delivery," and also stated specifically "that they were intended to cover 'partially dry' stock."

A conference was arranged with General Goethals after the committee had obtained the list certified to by Colonel Wood and the latter was called into the meeting. General Goethals asked Colonel Wood to explain the difference in the two lists of prices—the one contained in his letter of the eighth and the one contained in the list that he had himself certified as correct. Colonel Wood suggested that General Goethals had copied the wrong list from the confidential information furnished him by Colonel Wood.

Following this conference General Goethals told the committee he would write another letter to Senator McKellar. This he did under date of March 22. Copy of the letter is given in the report of the committee, as follows

Washington, March 22, 1918.

Hon. K. D. McKellar,
United States Senate.

My dear Senator McKellar:

Referring further to the prices for the raw materials entering in the construction of vehicles, I append hereto the prices which will govern for the raw materials.

I regret exceedingly the discovery of the misinformation on which my letter to you, to be transmitted to Mr. Ewing, was based.

Your sincerely,
(Signed) GEO. W. GOETHALS,
Acting Quartermaster General.

Attached to this letter was the certified list prepared by Colonel Wood of Nov. 26, 1917.

While the committee was making every effort to unearth the cost figures actually used by the vehicle manufacturers, Mr. Thielens tried, in the presence of General Goethals, to make it appear that the two different lists used in the two letters written by that official were the same. He was flatly contradicted by General Goethals, according to the committee.

The committee, following the receipt of the last letter of General Goethals, prepared to return to Memphis, but it was advised by W. E. Chamberlain, hardwood expert on the staff of Col. R. H. Downman, director of lumber, that he had received a call from E. E. Parsonage, attached to the vehicle section of the war industries board, and that the latter wished a conference with the committee, with a view to negotiations leading to a satisfactory adjustment of the matters in controversy. The committee advised Mr. Parsonage that it was ready and willing to enter into such negotiations, that it desired to be wholly fair and that it wished to make a sincere effort to reach a satisfactory solution. It further advised him that "if such a conclusion could be reached, it would gladly recommend to the hardwood industry the adoption of such an agreement and could assure him of the whole-hearted support and co-operation of the hardwood industry."

Mr. Parsonage then, according to the report of the committee, admitted that the "prices used by the vehicle manufacturers as contained in the list certified to by Colonel Wood were the prices which the vehicle manufacturers had represented to the government would be their cost of such raw materials." He qualified this, however, by saying that "it was understood that these prices were for stock twenty-four months or older, or kiln-dried, ready for factory use."

The committee immediately recalled the statement of A. B. Thielens, already quoted, that these prices were for "partially dry" stock, and called attention of the members of the association, in its report, to the direct contradiction between the statements of Mr. Parsonage and Mr. Thielens.

In addition to giving the certified list of cost prices, Colonel Wood attached several extracts from correspondence between his office and the wagon and vehicle purchasing committee, from which it was made clear that "the dry materials for the wagons were not in stock," that the "materials were then in the growing trees," that the contractors did not have sufficient kiln capacity and that a recommendation was made that the cost of additional kilns to be erected should be equally divided between the contractors and the government. These were quoted in the report of the committee, and the latter added, in this connection: "The files show that this recommendation was approved and that an allowance of $10 per wagon was granted to the contractors on those specific contracts."

It also added the following: "Your committee therefore is not willing to accept the mere statement that the differential in price is due to the twenty-four-months' old or dryer stock or kiln-dried stock, and feels that it is not in position to accept such a statement, and will only do so upon concrete evidence being presented from the original figures filed with the government showing this to be so."

The report concludes thus:

Your committee has the recommendation to make that the members of this association devote every energy toward any problem that has for its purpose the successful prosecution of the war, and your committee has advised the wagon and vehicle purchasing committee that the members of this association vie with all American citizens in patriotism, in high-purpose and in willingness to make sacrifice, but certainly there is no reason why the producers of a raw material should furnish same to a contract at a less price than the contractor has figured as his cost.

General Goethals has made his ruling on this theory. It is our further idea that, if the hardwood producer is to receive a less price for his material than that price used by the vehicle contractor, then the difference between these prices should accrue to the government and not to the vehicle manufacturer."

Further developments in this matter will be promptly placed before the membership.

Effect of Demand for Cars

Where a shipper of lumber makes a demand upon a railway company for cars, it will be presumed, in the absence of a showing of mutual understanding to the contrary, that the cars were intended to be furnished at the station where the demand was made, and the company will not be permitted to escape liability for failing to furnish them because no place was specified.

Occurrences at Washington Interesting to Lumbermen

Personal Mention and the Activities of Various Boards and Committees

Southern hardwood lumber manufacturers and the vehicle makers who have government war contracts show signs of getting together. Their representatives have had conferences here at the request of the vehicle men, and members of both parties went home to consult their principals and submit further data. The result is said to be that the controversy between the two groups has simmered down to the question whether the spread between prices on green vehicle stock quoted by the southern hardwood men to the vehicle men and the prices which the latter are said to have expected to pay for ready-to-use stock at Chicago.

C. H. Worcester of Chicago and Walter E. Chamberlin of Boston, hardwood experts advising Charles Edgar, the new director of lumber under the Council of National Defense, have been and are in touch with both sides to the controversy and are hopeful that it will be settled.

So far the hardwood men have gained two points, possibly more. One was to obtain from vehicle manufacturers the figures on the cost of vehicle stock, especially oak, which were said to have been used as the basis of the government contract prices for the vehicles. Another was to secure reinstatement of the Kelsey Wheel Company order for 7,000,000 feet of vehicle stock, which order was sought to be canceled through the influence of certain influential vehicle interests.

The vehicle people are stated to have been negotiating with the Northern Hardwood Emergency Bureau regarding vehicle materials. The prices each side is said to have given to the other are understood not to have been satisfactory.

Hardwood lumbermen say that the ordnance bureau has adopted a poor policy of declining to give regular recognition to birch lumber as material for gunstocks. The department demands birch occasionally as a temporary substitute for walnut gunstock material when the latter becomes scarce, but it does not give the birch manufacturers an opportunity to cut stock to meet the ordnance requirements. The result is illustrated by the fact that recently, in buying 200,000 feet of birch for gunstocks, the ordnance bureau had to go to the wood-using industries and obtain the stock that they needed. Talking machine and furniture factories gave up stocks they had on hand to use in their business.

Walnut and mahogany lumber suitable for gunstocks and airplanes may not be used for making furniture veneer, according to a recent ruling of the ordnance and signal corps. Veneer mills are expected to be guided by the government requirements. Consequently gum and other varieties of lumber are expected to replace mahogany and walnut now used.

The navy department this month wants quotations on numerous lots of hardwood and other lumber for delivery at various navy yards, including the following:

Cypress, boat building, green or shipping dry, as follows:

Item.

5. 240,000 feet board measure (about) 1 by 10 inches and up, averaging at least 12 inches by 12 to 24 feet, even length, averaging 19 feet.
6. 60,000 feet board measure (about) 1 by 12 inches by 16 feet.
7. 120,000 feet board measure (about) 1¼ by 10 inches and up, averaging at least 12 inches by 16 to 24 feet, even length in equal proportions.
8. 300,000 feet board measure (about) 1½ by 10 inches and up, averaging at least 12 inches by 14 to 24 feet, averaging 18 feet.
9. 240,000 feet board measure (about) 1½ by 12 inches and up, averaging 14 inches by 26 to 34 feet even lengths, in equal proportions.

Oak, white, for shaft logs, domestic green, as follows:

Item.

37. 12,000 feet board measure (about) 6 by 16 inches by 8 feet.
38. 12,000 feet board measure (about) 6 by 16 inches by 16 feet.
39. 12,000 feet board measure (about) 6½ by 12 inches by 12 feet.
40. 12,000 feet board measure (about) 6½ by 16 inches by 12 feet.
41. 12,000 feet board measure (about) 6½ by 16 inches by 16 feet.
42. 12,000 feet board measure (about) 6½ by 18 inches by 12 feet.
43. 12,000 feet board measure (about) 8½ by 16 inches by 16 feet.

Oak, white, flitch sawn, plank, for boat building, green or shipping dry, 8 to 16 inches wide, average 12 inches as follows:

Item.

44. 48,000 feet board measure (about) 1 inch thick by 24 and 28 feet long in equal proportions.
45. 60,000 feet board measure (about) 1¼ inches thick by 16 feet, 20 and 28 feet long in equal proportions.
46. 20,000 feet board measure (about) 1½ inches thick by 12 inches and up wide by 20 feet long.
47. 60,000 feet board measure (about) 2 inches thick by 12 inches and up wide by 20, 24 and 28 feet long in equal proportions.
48. 20,000 feet board measure (about) 2 inches thick by 12 inches wide by 16, 18 and 20 feet long.
49. 20,000 feet board measure (about) 2½ inches thick by 12 inches and up wide by 22 to 24 feet long.
50. 20,000 feet board measure (about) 2½ inches thick by 12 inches wide by 20 feet long.
51. 20,000 feet board measure (about) 2½ inches thick by 14 inches wide by 32 feet long.
52. 20,000 feet board measure (about) 3 inches thick by 6 and 12 inches wide by 22 to 30 feet long.

Oak, white, domestic, green, No. 1 timber, as follows:

Item.

53. 20,000 feet board measure (about) 2½ by 12 inches by 34 feet.
54. 20,000 feet board measure (about) 3 by 12 inches and up wide by 16 feet long.
55. 20,000 feet board measure (about) 2½ by 12 inches by 26 feet.
56. 20,000 feet board measure (about) 3½ by 12 inches by 28 feet.
57. 20,000 feet board measure (about) 3½ by 12 inches by 30 feet.
58. 20,000 feet board measure (about) 3½ by 12 inches by 32 feet.
59. 20,000 feet board measure (about) 4 by 12 inches by 16 feet.
60. 20,000 feet board measure (about) 4½ by 12 inches by 32 feet.
61. 20,000 feet board measure (about) 4½ by 8 inches by 36 feet.
62. 20,000 feet board measure (about) 6½ by 10 inches by 42 feet to 44 feet.

The navy also wants 2,250 boxes for nuts, parts of gyroscopes, etc., for the Newport, R. I., torpedo station. The quartermaster corps of the army has let contracts for lasts, many of which are to be made of hardwood.

A. C. Burrage, Jr., has been placed at the head of the plywood section of the signal corps, aviation branch. New specifications for this material are issued by the interallied aviation authorities and by the navy department and signal corps. New specifications on propellor wood are also out from the signal corps.

There may be government box factories built at the big powder plants at Nashville, Tenn., and Charleston, W. Va., according to information in wooden box circles here. The box makers do not want this, of course. They say that there is an enormous demand for boxes for shells and other army equipment.

Lieut. Dorman of the ordnance department has charge of certain work in connection with boxes. It is understood that a new kind of wooden box to hold four 75 millimeter shells has been adopted by the war department, which contains three veneer partitions and is said to be similar to the box specified by the allies some time ago and made largely in Canada, and for the Bethlehem Steel Company to ship allied shells in.

R. H. Downman of New Orleans, president of the National Association and first director of lumber and chairman of the lumber committee of the Council of National Defense, has been here visiting friends. Mr. Downman's health is not good and his friends fear he will not be able to take up the duties of commander in chief of the lumber forces.

Important conferences have been held recently among representatives of various departments of the government interested in the purchase, use and shipment of lumber, with a view to clearing up traffic conditions somehow so that lumber needed by the government can be handled promptly by rail. Freight embargoes now

stand in the way. Special trains of lumber for the government have been suggested, but at last reports no conclusions had been reached. The director of inland transportation of the War Department heads the conferences.

Tentative bids have been asked and received on thousands of railroad cars of different types and materials, box and gondolas, wood, steel and composite. The specifications cannot be obtained except by car builders. The number of cars to be built is not officially decided, but is expected to be about 100,000.

The Southern Pine Emergency Bureau has recently received government orders for 28,000,000 feet in the last week of March and 85,000,000 feet in the whole month; the Georgia-Florida Emergency Bureau received orders for 16,000,000 feet last week, and the Alabama-Mississippi Bureau is reported to have received orders for 10,000,000 feet during the week.

Many new government building projects are under way, including a big artillery camp at Lee Hall, Va.; ordnance depot at Woodbury, N. J.; chemical plant at Saltville, Va.; tuberculosis hospital at Azalea, N. C., etc.

On the other hand, private building operations are to be restricted. Conferences have been held recently between representatives of the fuel administration and representatives of building trade interests with a view to limiting the fuel used in those industries to the actual requirements for war and other necessary purposes.

The Council of National Defense recently adopted the following resolution bearing upon this subject:

Whereas it has come to the notice of this board that new industrial corporations are being organized in different sections of the United States, for the erection of industrial plants which cannot be utilized in the prosecution of the war; and

Whereas plans are being considered by certain states, counties, cities and towns for the construction of public buildings and other improvements which will not contribute toward winning the war; and

Whereas the carrying forward of these activities will involve the utilization of labor, materials and capital urgently required for war purposes;

Resolved by the War Industries Board that in the public interest, all new undertakings not essential to and not contributing either directly or indirectly toward winning the war, which involve the utilization of labor, material and capital required in the production, supply or distribution of direct or indirect war needs, will be discouraged, notwithstanding they may be of local importance and of a character which should in normal times meet with every encouragement. In fairness to those interested therein, notice is hereby given that this board will withhold from such projects priority assistance, without which new construction of the character mentioned will frequently be found impracticable, and that this notice shall be given wide publicity, that all parties interested in such undertakings may be fully apprised of the difficulties and delays to which they will be subjected and embark upon them at their peril.

The house has passed a general bill giving the department of labor authority to carry on housing operations for employees of munitions factories and other establishments engaged in war work, by purchasing, constructing, leasing, renting, condemning, commandeering housing, land, etc. The bill authorizes the expenditure of $50,000,000 for these purposes and $10,000,000 for housing government employees in Washington. It is expected to pass the senate. There is now a law authorizing $50,000,000 for housing by the shipping board for shipyard employees. W. E. Shannon of this city has been put in charge of the real estate department of the housing branch of the labor administration.

The Chamberlain bill to commandeer timber and lumber for the war needs of the army, navy and shipping board has passed the senate. It was amended first along lines recommended by lumbermen so that it is claimed that it does not authorize the president or his agent to actually direct the conduct of logging and milling operations, although it does permit them to prescribe the length of logs and the dimensions of lumber to be cut for war purposes.

There was a long debate over the bill in the senate, which resulted in further amendment of it on the floor of the senate so that logging and lumbering under the commandeering orders of the president shall be carried on in accordance with the principles of forestry as prescribed by the forest service; so that timber may be taken from forest reservations as well as public and private lands and military and Indian reservations, and so that no mill be required to cut what it is not equipped to cut.

Hearings have been had on the Kelly bill for government development of natural resources, under which the government could take over all timberlands as well as other natural resources and work them for necessary war products and sell any surplus at cost, thus saving $800,000,000 a year to the people.

The shipping and airplane programs have been discussed in the senate at some length. Regarding the latter, Senator Poindexter of Washington said that he had told the aviation authorities that they could get from Washington State lumbermen all the spruce necessary at reasonable prices. However, he said, the offer was not accepted, and many times since the department officials have been saying that they could not get spruce and that accounts for the delay in airplane construction.

The shipping board announces that the first ship of the government wooden fleet to be launched on the Gulf coast took the water at the plant of the Universal Ship Building Company of Houston, Tex., on April 7. It is of the Ferris type, 3,500 tons, and officially numbered 157.

The board states that seventeen wooden ships have been launched, four of them last week.

The board has indicated its disappointment at the shipbuilding record of March. Apparently the trouble was with steel ships, of which the deliveries did not come up to the estimates made at the beginning of the month. Eleven wooden ships were launched during the month, of 40,000 tons. Chairman Hurley of the shipping board and Manager Piez of the fleet corporation have served notice on all shipyards that they must do better this month.

It is announced that fourteen wooden tugs have been contracted for by the shipping board.

The board has authorized the Atlantic & Pacific Steamship Company to contract with west coast yards for the construction of 150 wooden ships of 3,000 tons each having sails and Diesel gas engines. These ships will require smaller timbers than the government wooden ships. Chairman Hurley announces that his policy is to encourage private shipowners to undertake new construction.

In order to obtain the ship's knees, a bill has been introduced and reported to the senate to authorize the removal of stumps from lands formerly in the old Oregon & California Railroad land grant, that has been forfeited to the government.

George M. Cornwall, editor of *The Timberman* of Portland, Oregon, has been appointed member of a group of experts in various lines of industry and of economists and accountants to review returns received at the treasury department under the excess profit tax law. Legal questions coming to them will be referred to the solicitor and special attorneys of the internal revenue bureau. The Commissioner of Internal Revenue says that the work of the reviewers will insure co-operation between the government and the taxpayers.

No Appeal from Government Prices

Besides the question of hardwood vehicle stock prices that has been up for consideration here recently, government officials and lumbermen have spent a good deal of time over the prices of pine and fir for government purposes.

Following conferences between groups of lumbermen representing the southern pine lumber industry and the Douglas fir industry, it was decided by the new price fixing committee of the War Industries Board, with the director of lumber and the Federal Trade Commission concurring, that there should be few changes in the prices.

There are some price changes on fir and yellow pine. It is also provided that the government prices should apply not only on lumber and barge and box material. The barge material prices are the same as the timber prices. Replacement orders for retail yards will be filled at the government bureau prices.

The box material prices will be made effective in some instances where lumber is supplied for boxes to hold ammunition, etc., for the

government. There has been some lumber opposition to government fixed prices on railroad materials on the ground that the railroads are private property or will be after the war, and it is argued that the lumber ought not to have to sell car material at prices below the regular market when railroad stockholders will get the benefit of such loss to the lumbermen. However, the government and the director of lumber are standing pat.

Under the government price list it is stipulated that during the period the lists are effective loggers and lumber manufacturers will not reduce the scale of wages now being paid. There have been vigorous but ineffectual protests on some prices, especially yellow pine. No changes can be made till June 15. Refusal to cut at these prices will result in commandeering.

There have been some misapprehensions regarding the situation under the government price lists. Some lumbermen have gotten an idea that they will be liable to $50,000 fine and a year's imprisonment if they charge more than the government prices, but it is denied in government circles here that there is any order or law for such penalties. It is intimated that if lumbermen attempt to ship their product for government purposes at prices higher than those fixed by the government permit will not be issued for its movement, which seems to place the lumbermen at the mercy of the government.

Thirty Per Cent Cut in Cabinet Output

The War Industries Board has issued priority orders for the movement of lumber shipments from saw mills in the western lumbering region. The purpose of the orders, it is understood, is to get onto the market quantities of lumber produced in the manufacture of ship timbers. Cars have been scarce for such shipments, it is stated. Without moving such lumber it would be impracticable for mills cutting ship schedules to finance their operations.

Similar conditions would exist as to mills cutting aircraft stock, which the priority orders were calculated to remove or prevent.

Reduced consumption of hardwood lumber for the manufacture of pianos and musical instruments will follow an agreement between representatives of the War Industries Board and the fuel administration on one hand, and of the musical instrument industry on the other hand. The agreement was voluntary, it is stated.

Under it the production of the industry will be curtailed 30 per cent during April and May. The facilities of the industry will become available for aircraft manufacture and for other war purposes. Representatives of the industry and of the government are working on plans to divert the industry into lines of war production. It is understood that war work will be transferred to musical instrument factories, which are well equipped to make airplaine parts, etc.

The navy wants miscellaneous quantities of hickory hammer handles and 5,700 maple file handles delivered at the Mare Island navy yard, and miscellaneous lots of handles for railroad picks, claw hammers, etc., and of boxwood rules, calipers and squares, at the Great Lakes naval training station.

Our Shipbuilding Program

Edward N. Hurley, chairman of the shipping board, in an address delivered March 26, in New York, explained the work accomplished in providing ships. The following points have been culled from his address, and they give the situation in brief form:

There were thirty-seven shipyards in America at the beginning of the war. Since then eighty-one steel and wood yards have been located, and eighteen yards have been expanded.

The Skinner & Eddy Company, Seattle, launched an 8,800-ton vessel in sixty-four days after laying the keel. It started upon its voyage on January 14.

The Moore Shipbuilding Company, Oakland, Cal., launched three 9,400-ton vessels in one afternoon.

The total amount of our steel construction on March 1 was 8,205,708 deadweight tons. This is made up of 5,160,300 deadweight tons under contract with the Emergency Fleet Corporation, and 3,045,408 deadweight tons of requisition vessels. Of this total steel construction, 2,121,568 deadweight tons, or approximately 28 per cent has been completed.

Notwithstanding the difficulties of organization, the handicaps of bad weather conditions, transportation embargoes and railroad congestion, nearly as much tonnage has been constructed in American waters in the past three months as by all the other maritime nations of the world combined.

The Germans thought that by crippling their own vessels in American waters they would be able to prevent us from using them. American ingenuity and resourcefulness gave the answer by restoring these vessels to efficiency. With the expenditure of a little less than $8,000,000 we have succeeded in placing in our war service and in the service of the Allies 112 first-class German and Austrian vessels representing a carrying capacity of nearly 800,000 deadweight tons.

The steel yards have increased their ways thirty-three in the past eight months.

Our program for building wooden ships has been beset with many difficulties and handicaps which could not well be foreseen. A year ago, wooden shipbuilding in the United States was almost a lost art. We found twenty-four old wooden shipyards, with seventy-three ship ways. The capacity for wooden shipbuilding has been increased until we now have eighty-one wooden shipbuilding yards, with 332 ways completed or nearing completion.

Assuming that these ways will each produce two standard ships per year we should turn out about 2,300,000 deadweight tons of wooden ships annually. These 332 wooden shipbuilding ways, now nearing completion, added to our 398 steel building ways, will give us a total of 730 berths upon which to build steel and wooden vessels. When you consider that we had only 162 steel building ways a few months ago and seventy-three wooden shipbuilding ways—a total of 235—an increase is shown of 495 wooden and steel berths on which we can build ships.

With our total of 730 wood and steel ways, we will have 521 more berths than Sir Eric Geddes in his recent speech stated England has at the present time.

During the railroad embargo there was a period of many weeks when there were actually nearly 9,000 cars of steel and wood shipbuilding material, loaded and waiting on sidings, to be transported to our shipyards. This situation, which has been a serious handicap, is steadily improving.

Figures indicate that the shipbuilding program at its height will require approximately 3,000 separate shipments of material daily. Many of these, however, will be small lots to concentrating points, which are being established throughout the country for the purpose of combining the fittings for a complete ship into carloads; in this way saving the expense and effort in transportation, as well as reducing the labor of assembling in the yards.

Restrictions on Wooden Buildings

The war has not yet imposed any legal restrictions on the erections of buildings in this country. The only restrictions in force are due to business difficulties, chief of which is labor and cost of material. In England it is forbidden by law to commence a building or repairs on a building where wood is required, if the estimated cost exceeds $2,500. License is given for such construction in cases where it is considered necessary or expedient. This has practically put a stop to all private building in England where lumber would be used. The whole timber supply, both domestic and imported, is needed by the government in the prosecution of the war. The import of wood into Great Britain last year was equivalent to 680,000,000 feet, board measure. The total of the home grown woods put on the market is not stated. The postponing of practically all building till after the war will create an unprecedented demand then for building materials. What is true of England is equally true of France, Belgium, Holland and Italy. American lumber manufacturers will be in a position to supply foreign demands with good stock and at reasonable prices.

Annual of National Wholesalers

The twenty-sixth annual convention of the National Wholesale Lumber Dealers' Association met in New York March 27 and was called to order by the president, Maurice E. Preisch of North Tonawanda, N. Y., and was welcomed by W. F. Morgan, president of the Merchants' Association of that city.

The president's address was taken up largely with a history of what the association has done or offered to do to assist the government to carry on the war. Following that, E. F. Perry, secretary of the association, read his annual report. He went into more details in regard to the association's activities than the president had done, and related the accomplishments in putting trade acceptances to use, joining in the work of the Chamber of Commerce of the United States, co-operating with railroads and other agencies in pushing along business lines, sending recruits to the lumbermen who have gone to France, and increasing the association's membership.

The report of Treasurer Cape showed receipts of $43,725, and expenditures of $39,582, leaving a balance of $4,142 in the treasury. Mr. Cape was reëlected treasurer for the coming year.

The Bureau of Information's report was presented by W. W. Schupner, manager. The document presented details of the activities of the department during the past year, particularly the collection work. He showed that conditions were abnormal not because of a larger number of failures, but from various situations that created an increased amount of disputed accounts, which in former years were the exception rather than the rule. The total claims handled aggregate $558,716, an increase of $64,553 over last year, and $178,361 over the preceding year. The fees earned amounted to $5,300, compared with $5,100 last year and $4,900 in 1916.

The variety of claims was most pronounced, ranging from a very few dollars to over $5,000 on slow pay accounts and beyond $10,000 on disputed and litigated cases growing out of breach of contracts, non-shipments, etc.

W. F. Stradella, of Tonawanda, presented the report of the fire insurance committee, stating that the committee had decided that conditions were not favorable for launching an insurance organization in the association, but that it highly endorsed the plan and recommended that as soon as conditions were more favorable organization be perfected and the plan put into operation.

Committees and Reports

The president announced the appointment of the following committees:

Nominations—A. C. Crombie, New York, chairman; W. G. Power, St. Pacome, Quebec; R. G. Kay, Philadelphia, Pa.; H. W. McDonough, Boston, Mass.; B. F. Jackson, North Tonawanda, N. Y.; T. M. Brown, Louisville, Ky.; C. V. McCreight, Pittsburgh, Pa.; A. W. Hempstead, Saginaw, Mich.; George F. Kerns, Chicago.

Resolutions—J. W. McClure, Memphis, Tenn., chairman; R. L. Sisson, Potsdam, N. Y.; O. E. Yeager, Buffalo, N. Y.; Clarence H. Hershey, Newark, N. J.; Angus McLean, Pittsburgh; D. O. Anderson, Marion, S. C.

Various committees and officers presented reports dealing with certain phases of the association's work, among which were the following:

J. R. Williams, chairman of the forestry committee, submitted his report outlining the different activities of his department.

W. R. Brown, Portland, Me., discussed the welfare work among soldiers. Twenty thousand dollars have been raised and expended for the purchase of sweaters, and for other necessary or desirable articles.

The purchase of thrift stamps was the subject of a talk by Seton Lindsay of the New York Life Insurance Company.

The committee on legislation was represented by C. V. McCreight of Pittsburgh, while F. R. Babcock of the same city gave an account of his work as councillor representing the association in the National Chamber of Commerce of the United States. At the conclusion of his report, Mr. Babcock moved that the resolutions committee be requested to present a resolution recommending the enactment of legislation that would permit war and excess profit taxes to be paid in installments instead of forcing their payment all at one time, thus working a hardship on the business and industry of the country.

Allen Walker of the New York branch of the Chamber of Commerce of the United States, told of the work of that organization. He said that he was much interested in the recently published statements of Secretary McAdoo's position in the matter of restricting building and believed that this was a concession to the building interests. He thought that the statement might be interpreted to mean that when any building is believed by a community to mean an addition to the enduring wealth of the country it was essential the building should go forward, but that factories for the manufacture of candy, etc., were not essential and would

J. W. McCLURE, MEMPHIS, TENN., FIRST VICE PRESIDENT

HORACE F. TAYLOR, BUFFALO, N. Y., PRESIDENT

E. F. PERRY, NEW YORK, N. Y., SECRETARY

be discouraged. He referred to the movement now on foot to federate all the organizations connected with the building industry for more effective co-operation, told of the plans of the national chamber and urged the support of the entire lumber industry for that organization.

John M. Woods, president of the National Lumber Manufacturers' Association, extended an invitation to attend the association's meeting in Chicago May 7 and 8.

An address on the place which trade acceptances should occupy in business was delivered by R. H. Treman of New York, and F. S. Underhill of Philadelphia submitted the report of the committee on terms of sale. One paragraph summarizes the conclusion.

This association had adopted terms of sale of 1½ per cent fifteen days from date of shipment or sixty days net from date of shipment. Nevertheless, because the practice prevails we really have practically applied terms of 2 per cent cash thirty days, or ninety days net from date of shipment. Are not these terms liberal enough for you to apply and liberal enough for your customer to ask? Are you extending more liberal terms than these, and are you satisfied you have a good reason for doing so? Your committee recommend for your consideration the fact that it is unwise as well as unnecessary to be extremely liberal or to be taxed in your terms of sale.

S. H. Smith, of the United States Railroad Administration, expressed the hope that the conditions during the past two years will bear fruit if they induce business men to take as much interest in railroad matters as in other business affairs.

ELECTION OF OFFICERS.

The committee on nominations recommended for trustees for three years Gordon C. Edwards, Ottawa; J. W. McClure, Memphis; H. W. McDonough, Boston; George F. Kerns, Chicago; Thomas B. Hammer, Philadelphia; J. C. Campbell, Tioga, W. Va.; D. O. Anderson, Marion, S. C., and these were elected by unanimous vote.

F. R. Babcock placed in nomination for president Horace F. Taylor of Buffalo, the nomination being eloquently seconded by A. J. Brady of Buffalo, and Mr. Taylor was elected by unanimous rising vote. Mr. Babcock and O. E. Yeager of Buffalo, appointed as an escort committee, brought the newly elected president into the room on their shoulders and in a feeling address Mr. Taylor thanked the convention for the great honor conferred upon him, the greatest in his life, he declared, and pledged his best efforts toward maintaining the organization in its present high standard. John W. McClure of Memphis, was named as first vice-president.

Horace F. Taylor, Buffalo, president; John W. McClure, Memphis, first vice-president; W. S. Harlan, Lockhart, Ala., second vice-president; E. F. Perry, secretary; W. W. Schupner, department manager; W. S. Phippen, traffic manager, are the official personnel for the next year.

Northern Logging Congress Organized

A meeting of members of the North Wisconsin Loggers' Association, Central Wisconsin Loggers' Association and North Eastern Wisconsin and Upper Michigan Loggers' Association and Upper Peninsula Loggers' Association was held, in the Hotel Wisconsin, Milwaukee, March 28, for the purpose of forming a loggers' congress.

August J. Stange of the Union Land Company, of Merrill, Wis., president of the Central Wisconsin Loggers' Association, was made temporary chairman of the meeting and speeches were made by the presidents of the various associations as follows:

Northern Wisconsin Loggers' Association, by W. G. Collar of the West Lumber Company, and Ed. Mercier of the Stearns Lumber Company.

Northeastern and Upper Michigan Association, by M. J. Quinlan of the Soperton Lumber Company.

Upper Peninsular and Upper Michigan Association, by J. H. Bice of the Greenwood Lumber Company.

Central Wisconsin Loggers' Association, by A. J. Stange of the Union Land Co.

E. A. HAMER, CHASSELL, MICH., VICE PRESIDENT

Upper Peninsula Loggers' Association, by J. H. Bice.

An address on the subject of prohibition was made by C. W. Eldridge, Columbus, O.

The state fuel administrator, W. N. Fitzgerald of Milwaukee, addressed the meeting on the subject of conservation of fuel.

W. A. Holt of the Holt Lumber Company, read a paper, "Every Lumber Jack Can Do His Bit," and an hour and a half was then devoted to "Power Logging" by J. J. Lumm, Clyde Iron Works, Duluth, Minn.; P. O. Piersol, Lidgerwood Manufacturing Company, New York City; C. C. Austin, American Hoist and Derrick Company, St. Paul, Minn.; and W. M. McGowan, Bell Railway Construction Car Company, Georgiana, Ala.

In connection with their talks the American Hoist and Derrick Company had some interesting stereopticon slides and the Clyde Iron Works exhibited some fine moving pictures of southern logging operations.

In connection with the talks the American Hoist and Derrick sell, President of the Wisconsin Advancement Association, was given, and after singing the Star Spangled Banner the meeting adjourned to meet at 9 o'clock Friday morning.

There were numerous talks at the morning session, some of which were on the following subjects:

Fire Prevention, by W. A. Holt; Logging Accidents and Methods of Prevention, by Daniel McDonald of the Foster-Latimer Lumber Company, Mellin, Wis.; Woods Labor, by W. G. Collar, and by Edward McRoy of the Stearns Lumber Company.

CONSTITUION AND BY-LAWS.

The chair appointed a committee to draw up a constitution and by-laws, and also to present nominations. The committee was composed of J. W. Gleason, W. K. Parkinson, J. H. Bice, M. J. Quinlan, W. G. Collar, and W. A. Holt. The idea before the committee was to work out a set of articles that would effectually conserve the benefits of great progress made and at the same time leave plenty of room for expansion. The following report of a constitution was presented

A. J. STANGE, MERRILL, WIS., SECRETARY

This beautiful Figured Gum Dresser speaks for itself. The firm that manufactured this article is a northern company whose product is well and favorably known, and much appreciated.

Furniture, Pianos, Phonographs, and Interior Woodwork in Figured Red Gum (finished natural) command attention thru the innate beauty of the wood.

The irregular, mottled and fanciful figure never tires the eyes. Soft, subdued tones render it permanently pleasing, always fresh and interesting.

YOUR initial satisfaction with Figured Red Gum depends mainly upon the service and information supplied by your connection. N. B. service goes with our product---we study and meet your individual needs.

This policy is possible because of large stocks, specially selected and highly figured logs, perfectly manufactured veneer, all carefully and fairly sampled--- these are some of the benefits derived from trading with us.

Save Freight on Local Shipments

Buy your Figured Red Gum
Sawed and Sliced Oak Veneers
Sawed and Sliced Ash and Poplar Piano Rims
in cars with Band Sawed Hardwood Lumber (Stenciled N. B.)
Manufactured from selected choice logs.

Those who use our products will tell you N. B. means "None Better." Write for prices or information. Inquiries promptly and courteously answered. Your patronage and correspondence solicited.

NICKEY BROTHERS

INCORPORATED

MEMPHIS TENNESSEE

No Economy in Cheap Glue

War Prices Shouldn't Discourage Use of Dependable Product

ONE angle of the war situation as it affects panel manufacturers, furniture makers, fixture concerns and others who are laying veneers and manufacturing built-up work is the higher cost of glue. The movement upward of beef has involved a rise in the price of hides and other by-products from livestock, and one of the things which are commanding higher prices as a result is glue.

It is probably true that if the increase in the cost of glue were compared with other increases, including varnish, glass, hardware, abrasives and other materials used around furniture factories and similar plants where glue is purchased in quantity, it would be found that the increase was not so great, after all. Besides, most manufacturers have taken care of these prices by horizontal advances covering their entire line, and the ultimate consumer, via the dealer, is providing for this increased cost of production.

Hence, looking at it from every angle, there is no real excuse for cutting down on the quality, on the theory that it is safe to reduce expenses in this way. Compared with some other elements of expense entering into the production of glued-up work, such as lumber, veneers, labor, power, etc., glue is a mighty small item, and it is at the same time such an important one that it is poor policy to economize in its purchase.

An interesting feature of the situation, as it affects the veneering industries, is that the largest users of glue are usually the ones who are most willing to pay the price. A certain big panel maker who buys his glue in carload lots instead of a few barrels at a time, as the ordinary consumer does, pays higher prices than the average just because he insists on top-notch quality. The very fact that he knows what he is buying makes him willing to pay more money than lots of consumers are willing to lay out in this way because he is in a position to judge quality and therefore measure results.

In too many cases glue is just glue. Perhaps this is not altogether the fault of the user, but part of the blame rests on the glue producers themselves. They have not been able to educate glue buyers through the trade and technical press regarding the importance of standardizing their glue, just as they have standardized other materials which they use. The tendency therefore is to experiment, to make price the predominating element, to substitute salesmanship for science in the distribution of the product. A lot of things could be improved in this connection.

There is a certain table manufacturer who buys a fair lot of glue in the course of a year who is an inveterate bargain hunter when it comes to the purchase of this item. Strangely enough, he is strictly a quality buyer in the purchase of veneers and lumber, and immediately gets suspicious of the salesman who claims to be able to beat the market a couple of dollars a thousand on either of these materials. He has arrived at years of discretion and he knows that you usually get just about what you pay for. But the purchase of glue, apparently, possesses some mysterious attractions that makes him willing to cast aside the usual restrictions placed on his purchasing and to adopt a speculative attitude with reference to it.

The salesman who whispers a few words in his ear regarding a special proposition that is being presented to a favored few and who tells him about the wonderful results that are being secured by users of a new and remarkable blend originated by his concern is able to get attention from this consumer when a straight-out declaration of the characteristics of the product, stated in plain black and white, and in terms that can be demonstrated and checked up on in the laboratory, would probably not command much attention.

Reference to the use of the laboratory as a means of proving or disproving the statements of salesmen suggests that less is done in this line in the industries where veneering is done than in most businesses. Manufacturers who are selling the automobile trade know how carefully purchasing is done, and specifications must be complied with, even to the extent of measuring characteristics by laboratory methods. Big institutions buy all of their materials on specifications—and don't accept the material on faith. On the contrary, the laboratory technician is asked to make tests of it to insure getting just what was ordered and just what is to be paid for.

Not only do buyers in the furniture and allied fields refuse to apply this test to glue, as a general rule, but they buy varnishes and similar supplies in the same empirical way, to use a term that is perhaps stretched a bit in order to cover the situation. It would be more accurate to say that personal prejudices and leanings, sometimes based on experience, and other times based on factors less definite, control the buying policy, and that the buyer often does not know exactly what he is getting. He is purchasing a certain kind of material, but whether it possesses the characteristics that are needed for the work in hand is a question that cannot be determined in advance of actual use.

As far as glue is concerned, it is possible to find out exactly what the material should supply in certain directions, and it is therefore possible to know prior to purchase whether a certain glue is the exact material that is needed. Buying a misfit merely because of an attrac-

tive price is just as foolish as buying a suit of clothes that doesn't fit simply because the price happens to be marked down. In neither case is the buyer likely to get the satisfaction that will be experienced if a little more money is paid, and the right article is obtained.

In the big factory, such as a panel plant, which is devoted exclusively to the manufacture of glued-up work, and to which for this reason much study of glue and other materials is logically devoted, it is practicable and desirable to install the necessary devices for measuring glue characteristics, covering viscosity, tensile strength and other elements. In the smaller plant, where the quantity of glue purchased does not suggest such equipment, the services of an industrial chemist should be resorted to, and work of this kind secured on a fee or regular service basis.

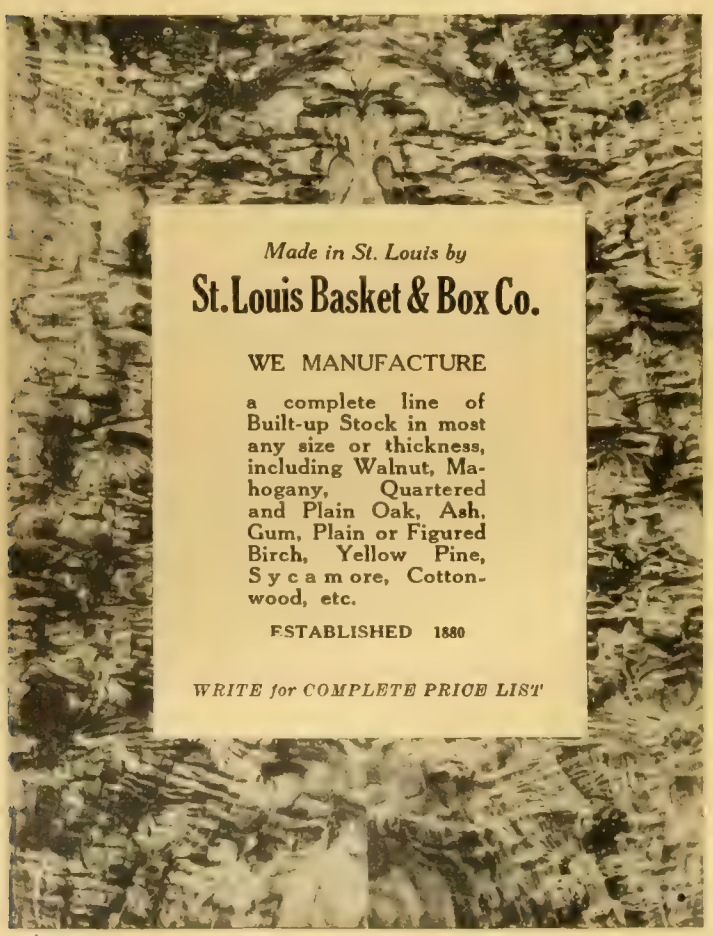
In most communities of size there are usually a number of commercial laboratories where tests of this kind are made at reasonable cost, and where complete reports on materials of all kinds purchased for use in the plant may be secured. These reports, in view of the fact that they will enable the buyer to check up on the delivery of goods in accord with specifications, and will also enable him, after experience, to specify more exactly, are more valuable than the cost would suggest; and the manufacturer who is in doubt regarding his glue requirements should secure the services of such a laboratory and have some work of this kind done.

Furthermore, it is often possible to make a showing in the direction of economy by knowing exactly what to buy, and then buying it. The statement was made that it does not pay to economize in the purchase of glue, and that is true. It does not pay to buy a glue that is below the grade that ought to be used merely in order to save in the price. But it does pay to buy a cheaper glue than the one that is being employed, if it is known in advance that the less expensive material is suitable for the work and will accomplish the results just as well.

Likewise, indications regarding the viscosity and spreading qualities of the glue will show how much water may safely be employed with it, and here will show the way toward intelligent economy in many cases. In short, absolute knowledge concerning glue will prove profitable because the buyer will then know exactly what he can do instead of being compelled to feel around in the dark, as is too often the case at present.

It is true enough, as the reader probably will suggest, that the best glue in the world will not make a good job unless it is properly handled. In the small plant, where careless methods of handling are sometimes noted, glue is allowed to become cool before the work is put under pressure, and for this reason does not provide the adhesive qualities that are desired. Where glue is spread by hand, the surface is not always evenly coated, and this sometimes causes trouble and loosening of the veneer. Other errors are made, sometimes in larger plants, in handling the glue, such as in the application of too great heat, which destroys the fiber and makes the material next to valueless; and when these mistakes are committed the result shows in the final product.

t in spite of these things, and in spite of the fact that a good glue-room foreman will turn out better work with poor glue than an inefficient crew with the best glue manufactured, it pays to get good glue and the right glue. The whole strength of glued-up work depends on the glue, and since it is thus the foundation of all that follows, it is not too much to say that it is the most important element in the product. Put price below quality in glue buying—but know what you ought to have when you go into the market.



Spanish Cedar

The supply comes from the West Indies and Mexico, and the wood is usually, if not always, imported as logs. They may be of large size, but many are quite small—about the diameter of large telegraph poles.

Suggest Limiting Use of Certain Woods

Word comes from Washington that the Signal Corps is notifying veneer mills that no mahogany suitable for airplanes nor walnut suitable for gunstocks or airplanes be shipped for commercial use. The patriotism of the mill owners is relied upon to make the regulation effective, although the government will probably check up on the operators.

LONG-KNIGHT
LUMBER COMPANY

WALNUT—HARDWOODS

CYPRESS

Manufacturers and Wholesalers

Indianapolis, Indiana

Canadian Woodworking Markets Analyzed

Insufficient Labor and Raw Materials Most Serious Retardants. Demand Holds Well

THIS is written within a few days of the date of the first anniversary of the time when the United States officially began to get into the "business of war." Canada has been very much in that business for over three years, so manufacturers in the United States may find some information, encouragement or inspiration through a visualization of conditions of similar industries in Canada. During March nearly forty users of lumber in eighteen localities were visited and quizzed. Since furniture manufacturers received the most attention, this article is prepared primarily for them and those who supply them with raw materials.

Briefly summing up the whole situation, furniture and piano manufacturers are pounding along courageously in the face of all sorts of discouragements. The one bright ray of hope that shines constantly is the demand for goods. That ray might not be so bright if factories were able to produce to capacity, but labor is very scarce and raw material markets are rather unstable and uncertain. This applies especially to lumber and kindred supplies, most of which are obtained in the United States. Many a carload of lumber destined for Canadian delivery was unloaded this side of the boundary line in January in order that cars might be had for more urgent needs, and even now there are enroute many carloads of lumber and veneers that were started two or three months ago.

In 1914, when the war broke out, the woodworking industries of Canada were not in a prosperous condition. Building operations were practically at a standstill, and have so remained. At that time the need of labor was far from a paramount question. The problem then was to provide employment for the regular workers and keep the organization together. Many furniture makers went after shell box contracts, and there is no doubt but that these orders materially assisted the industry in 1915 and 1916.

There seems to have been practically no attempt to increase the factory capacity of the woodworking industries during the past four years. The prevailing opinion is that the number of employes is fifty-five to sixty per cent of the number required to operate for normal output, and there is no immediate prospect of any increase in the number of employes. More could be used, but they cannot be obtained. In fact, there seems a possibility that labor in this field will be further depleted

HELP WIN THE WAR

WAR DEPARTMENT ORDERS:

Manufacture no Walnut Timber into Veneers for the duration of the war.

This timber is a vital necessity for the manufacture of Gun Stocks and Aeroplane Propellers.

For Furniture, Interior Trim and Other Cabinet Work

Use Figured Red Gum

Why not investigate fully ?

THE
Louisville Veneer Mills Inc.
LOUISVILLE, KY.

by the demands of war—not for soldiers of war, but for "soldiers of the soil."

It may be said to the everlasting honor of the employers and employes that the introduction of the military service act found little eligible material in the factories of the furniture and piano manufacturers. These firms early recognized their duty to "Canada and the Empire," and recruiting was encouraged to the economic detriment of many firms. Now that the demand for food supplies has become so insistent they are still using the slogan, "Your king and your country need you—NOW," and preparing to get every man possible working on the soil. As one prominent manufacturer put it, "We can live if we have to eat standing in the kitchen, and a piece of furniture would be a poor substitute for food, even though it be admitted that good dining room furniture helps in the enjoyment of good food, when one can have both."

Of course, good furniture workers and, more particularly speaking, good piano workers, cannot be trained in a few months, and many of the skilled artisans who heeded the highest call will never be replaced. In many places women are being employed, but there are so many positions to be filled in all lines of industry that the willingness of woman to more than do her part seems to have little effect on the labor situation.

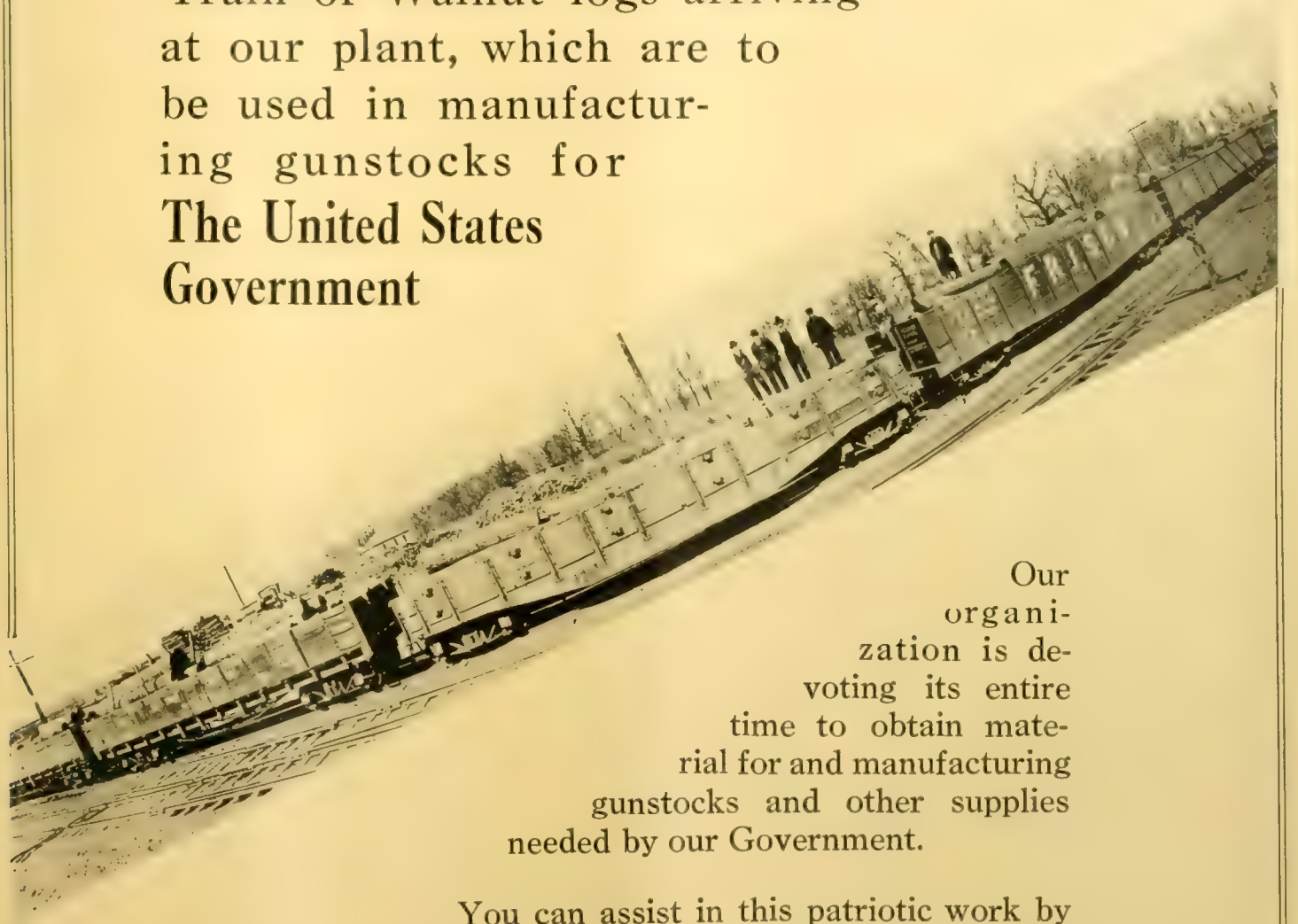
Materials used in the making of furniture commenced to advance perceptibly in price in 1915, and have climbed rapidly ever since. The greatest advances took place in 1917. Most of the materials used in this industry have passed through some of the primary industries. Consequently prices have shown a greater upward movement. No immediate relief is in sight.

With respect to transportation, as a whole the industry seems to have suffered more from incoming shipments of lumber and veneers than from lack of shipping facilities for outgoing shipments.

There are rumors of a step to be taken by the dominion government in respect to furniture which, at the start, may cause a diminution in the demand for furniture. Before this article is published the announcement may come that the importation of furniture into Canada is forbidden. The step is contemplated, and rumor says that in order to make up the loss of tariff income and also raise an additional million dollars for the government, an excise tax will be placed on furniture. The tax contemplated is said to be close to ten per cent. Furthermore, manufacturers of furniture are making plans to increase the prices of their lines about ten per cent. Since in the course of events the consumer must ultimately foot the bill, there is much conjecture as to what the primary results will be as regards the demands. It is the belief that the excise tax on pianos and phonographs will be much larger than on what is generally known as furniture.

It is commonly understood that Canadian manufacturers have been somewhat dilatory in making laminated furniture. To be sure, some veneered goods have been

Train of Walnut logs arriving at our plant, which are to be used in manufacturing gunstocks for **The United States Government**



Our organization is devoting its entire time to obtain material for and manufacturing gunstocks and other supplies needed by our Government.

You can assist in this patriotic work by advising us of the location and owner of any Walnut timber, and we will do our part.

PICKREL WALNUT CO., St. Louis, Mo.

made, but the rank and file have held to solid lines most persistently. Now several more manufacturers are making arrangements to install the essential equipment for making built-up parts. They are doing this in spite of the high cost of the necessary machines and materials. No doubt the meager and lessening supply of native woods, together with the exceeding high price of suitable solid lumber has something to do with the movement. Whatever the causes, the indications are that producers of cabinet wood veneers, crossbanding and core stocks will find a growing demand from Canadian manufacturers. Whether or not these demands can be readily met today is another story.

Phonograph business has apparently prospered since the beginning of the war. The comparatively low price at which a machine may be purchased; the deferred payment plan used in marketing, and the versatility of the instrument have all helped to develop this field to a point that has encouraged several firms to enter it. Some piano manufacturers seriously canvassed the field as a possible solution of keeping plants in operation, but the scarcity of labor has held most of them up. A few, however, took up this line and naturally will be ready to push it harder if the importation of foreign makes is prohibited, and the prohibition is continued when the returned soldiers again don the mufti and fill the present depleted ranks of labor.

It is highly significant to note that an effort to find any among the furniture and piano manufacturers who had ceased operations on account of the war was almost futile. One solitary name was found in the furniture industry; that of the Toronto Furniture Company, whose high-grade line was known not only at home, but in the United States. But the reason is that the Curtis Corporation took over the plant and now, instead of furniture for the peaceful home, it is turning out airplanes for the United States in order that our skylarks may throw the fear of wrath to come into the soul of "Billy Boche."

Still, while none have been compelled to cease operations, conditions arising out of the war have taxed their resourcefulness, their enterprise, their capabilities, their perseverance and determination to an extent that not one of them could possibly realize they were able to exert before confronted with the reality. Now, with the war daily making further call upon their labor and material markets, they are still full of the spirit of "carry on and win the war."

Suggested Glue Specifications

Conditions and Terms Under Which Tests Are Made and Recorded

THE importance of glue increases as new discoveries are made and new processes tried out. No veneer work can be satisfactory unless the glue is good. The airplane calls for a very exacting use of glue and no article which is not fully up to the standard can hold a place in the airplane factory.

The special committee on glue appointed by the society of automobile engineers of the United States has recommended the following glue specifications for consideration:

Process specifications.—Tests at airplane factory are made to determine the strength of glue joints under the average conditions prevailing in the glue room. Tests shall be made on representative woods used by the manufacturer concerned. The glue test specimen shall be made of three boards, ¾ to 1 inch thick, 4 feet long, and 5½ inches wide. The gluing must represent actual practice, and no special precautions other than those ordinarily used shall be taken in preparing the glue or wood for the test specimen. The gluing shall be performed by the employes of the airplane factory who are accustomed to handling this kind of work. No protective coating of any kind shall be applied to the wood surfaces or to the finished specimen. This specimen shall set not longer than one week. The 4-foot specimen shall be cut lengthwise and 10 shear blocks cut from each half, according to the dimensions given. The shear blocks shall be tested as follows:

(a) Ten of the shear blocks shall be tested immediately after sawing. The strength of the glue in shear shall not be less than that of the wood.

(b) Ten of the shear blocks shall be soaked in water at 20 degrees Cent. for fifteen hours, and tested within thirty minutes after removal from the water, without any preliminary drying. The strength after soaking shall not decrease more than 60 per cent.

The required strength shall be obtained for 80 per cent of the samples tested under each condition. A rejected propeller may be substituted for the 4-foot specimen specified above.

The tests of the airplane factory shall be in the presence of an inspector for the signal corps regularly stationed at the factory and familiar with the methods employed there. A test shall be made whenever a brand of glue is changed or a change is made in the method of gluing which in the opinion of the purchaser's inspector is important enough to warrant a test.

Material Specifications

General.—This specification covers all glue for propeller construction and for splices of important structural members, such as longerons and beams. For all other work where woods of low shearing strength are used any glue recommended by a reputable glue manufacturer can be used.

Quality.—The glue must be a high grade hide glue, sweet, and free from any deleterious substances. The glue shall be compared to a standard sample for adhesiveness, jelly strength, viscosity, grease, and foam. The standard sample may be obtained from the director, Forest Products Laboratory, Madison, Wis.

Test for adhesiveness.—The glue manufacturer may compare his glue with the standard sample by any method he desires. The test by the government, however, will be made as follows: The strength test will be made by gluing together two pieces of maple or birch one inch thick, having a shearing strength of at least 2,400 pounds per square inch. This will require wood having an air dry weight of about 50 pounds or more per cubic foot, and a moisture content of from 8 to 12 per cent. These will be tested by shearing them in a testing machine. The glue will be mixed in proportions of two parts of water to one part

of glue, unless otherwise recommended by the glue manufacturer. It will then be melted in a water bath and applied to the wood at a temperature of about 60 degrees Cent. (140 degrees Fahr.). After gluing, the test blocks will be held in clamps and allowed to stand for six additional days. They will then be finished, so that the blocks when ready to test will have a glued joint two inches square. When tested no block shall fail under a load of less than 2,200 pounds per square inch, and the average shearing strength shall be at least 2,400 pounds.

Jelly Strength and Viscosity

Jelly strength.—The jelly strength will be determined upon a mixture containing twelve parts of water to one part of glue. The glue will be soaked and melted as described under "Adhesiveness," then allowed to stand overnight in a refrigerator at a temperature of 5 to 10 degrees Cent. (40 to 50 degrees Fahr.). The relative strength of the standard sample and the manufacturer's sample will then be determined by pressure with the finger immediately after the samples are removed from the refrigerator.

Viscosity.—The viscosity will be determined as in an Engler viscosimeter, upon a sample containing one part of glue to five parts of water soaked and melted as described under "Adhesiveness." Two hundred cubic centimeters of the glue mixture will be run through the viscosimeter at a temperature of 60 degrees Cent.

Grease.—The relative amount of grease present will be determined by mixing dye with some of the sample remaining from the viscosity test, painting it on unsized white paper, and observing the appearance.

Foam.—The foam will be tested on the sample used for viscosity. The sample heated to 60 degrees Cent. will be beaten for one minute with a power egg beater, or similar instrument, and allowed to stand one minute or until the height of the foam can be measured.

Odor.—The odor of the glue when in the hot solution must be sweet, and must remain sweet for forty-eight hours; that is, free from any suggestion of deteriorating animal matter.

Marking.—The glue which has been tested and passed shall be barreled in the presence of the government's representative and marked with the run number, date of run, and inspector's stamp. The glue which is marked in this manner may be sold as certified glue, and its use will be permitted in airplane factories.

Louisville Veneer Industry Expanding

Louisville has been conspicuous as a veneer center for some time and now there is a further growth of activities centering there of more than passing interest. War conditions seemingly have not curtailed the demand for veneer and panels. Practically every veneer and panel plant there is so busy that the problem is to get help and get material rather than to get orders for work.

The Kentucky Veneer Works, which is one of the busiest places in Louisville, has been spreading out recently and has become interested in two operations down in Alabama, one at Livingston, one at Stewart.

A new firm has been organized and put in the saddle at Livingston know as McGehee-McCracken Veneer Co. The president of this organization is A. M. McGehee; vice-president, H. M. McCracken, and secretary-treasurer, F. C. McCracken. Mr. McGehee is in charge of the operations at Livingston and Stewart and the selling end of the business is domiciled at Louisville with the Kentucky Veneer Works at 14th and Magnolia.

The plant taken over at Livingston is that of the Sumpter Manufacturing Co. and the new enterprise also includes the McGehee Lumber and Veneer Company plant at Stewart, Ala. It is the intention to eventually consolidate all these operations at Livingston, Ala. The present equipment down there consists

PERKINS GLUE COMPANY

SOLE MANUFACTURERS AND SELLING AGENTS

PERKINS
Vegetable Veneer Glue
(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut
AND
LUMBER

22nd St. and So. Crawford Ave.
CHICAGO

of one eight-foot rotary machine and one seven-foot, and it is the intention to later add another rotary. The equipment also includes two standard dry kilns, one blower kiln and a Philadelphia Textile Machinery Company drier. Then in addition to the veneer equipment they have a slack barrel heading plant which is busy at work making heading. The main veneer product of these plants is rotary cut gum, though they have some pine for veneer work too. The heading plant is cutting pine.

As stated above, the sales end of this undertaking is being handled at Louisville, and the Kentucky Veneer Works people figure that with this equipment and their rotary and machine and saws at Louisville they have one of the heaviest capacity producing outfits of the country and are prepared to handle a big volume of business.

Geo. L. Kannapell, of the Parkland Veneer Co., who lost his plant at Louisville some time ago in a fire that destroyed the Parkland Sawmill, is operating a plant at Adams, Tenn., which was a part of and is still operated as the Parkland Veneer Co. This is a flitch-making and dimension stock plant and he has not yet equipped it with veneer saws, but has his flitches cut into veneer at custom mills. Mr. Kannapell also heads a new enterprise located at Mound City, Ill., which has just started up under the name of the Mound City Veneer Mills. He has C. E. Talbot associated with him in this business, and Mr. Talbot will look after the timber and manufacturing end while Mr. Kannapell will look after the selling. The Mound City Veneer Mills started up with two rotary machines. The first start was made Wednesday, April 3. It is the intention to add another rotary soon, and it is probable too that they will add saws later on.

Mr. Kannapell, who still has his office in the Louisville Planing Mill plant in the Parkland end of town, expects to locate his sales office up town some time within 60 days and to continue this as headquarters for the two institutions, doing the selling from this end.

New Panel Plant Starts Well

The Inman Veneer and Panel Plant Company, Louisville, Ky., which has for some time been equipping a strictly up-to-date panel plant in Louisville at Twenty-Ninth and Broadway, and has made out of it perhaps one of the most modern panel plants in the country, just got to running good when there came a call for war needs which involved panel work.

It has in hand at present certain parts of veneered work for 1,300 flying machines and the work is pretty well under way.

Airplanes of the type for which they are supplying material embody twenty-one items in veener work in addition to frames of other woodwork. And the twenty-one items in this instance are divided between the Inman Veneer and Panel Company in Louisville, and the New Albany Veneering Company. Items one to nine are being made by the New Albany Veneering Company, while items nine to twenty-one are being made by the Inman Veneer and Panel Company. It is perhaps not advisable to go into details as to the items. It can be said, however, that they include engine foundations, seat backs, tool boxes, wing panels and quite a lot of purely ply work in veneer, some of which is very thin.

Their specifications call for yellow poplar centers, the two outsides of mahogany, and in many cases the stock used is so thin as to practically set new standards in the working of thin veneer in the making of three-ply stock. Some of the three-ply stock must finish down to only 1/16 thick, the poplar centers varying in thickness from eight to the inch to forty-five to the inch. The mahogany face veneer runs from 15 to 45 to the inch.

Some idea of what this work means in the utilization of mahogany can be had from the estimate that the Inman Veneer and Panel Company will require probably 2,000,000 surface feet of mahogany in the completion of the airplane work in hand.

While specifications for some airplane work seem to call for waterproof glue, in this case the specifications, which are very rigid as to material, insisting upon poplar centers and mahogany faces, call for a standard grade of hide glue.

In addition to these war orders the Inman Veneer and Panel Company has already built up a splendid business in standard and special panels for furniture and kindred work, and it is very busy both at the Louisville plant and at a raw material cutting plant which it erected at Mound City, Ill. The plant at Mound City is known as the Inman Veneer and Panel Company, which has its main offices located at Swissville, and U. A. Swisshelm is superintendent of the practical end both in the Mound City plant and in the operations at Louisville. They have three rotary machines in the Mound City plant, two of which are in operation at the present time. They cut poplar, gum and plain oak. Their quartered oak faces, of which they use considerable quantity, they have to purchase on the outside, as also their mahogany and other figured faces. It is their expectation, however, to make their own fillers, plain veneer and rotary cut oak faces at the Mound City plant.

The moving spirit behind this new enterprise in the veneer and panel business is C. W. Inman of the Inman Furniture Company, with a plant at 30th and Kentucky, while the active man in charge of the new operations is his son, Harry Inman.

The Merrimac Veneer Company has been incorporated at Byram, Miss.

Change in English Hardwood Supply

A review of the English hardwood situation by Timber, a London trade paper, refers to the arrival of parcels of hardwood on consignment, "but the prices asked were well-nigh fabulous." The paper then proceeded to comment on the outlook of getting supplies from homegrown timber, and stated that it was already being done in the case of oak, ash, and chestnut, and that it was probable that home supplies would meet much of the demand after the war.

Article 1. Name. Northern Loggers Congress.

Article 2. The membership of this congress shall consist of all members in regular standing of the following associations namely: North Wisconsin Loggers Association, Central Wisconsin Loggers' Association, North Eastern Wisconsin and Upper Michigan Loggers Association and Upper Peninsula Loggers Association.

Article 3. The object of this congress is to promote and coordinate the mutual interests of its members.

Article 4. Meetings shall be held at any time upon the call of the president and secretary at places to be designated by them. Annual meetings shall be held the third Thursday of September of each year.

Article 5. The officers of this Congress will be president, vice-president, secretary and treasurer. The two latter offices may be held by one person who shall be elected at each annual meeting. They shall serve for one year or until their successors are elected and qualified.

Article 6. This constitution may be amended at any annual meeting by a majority vote.

Article 7. The expenses of this congress shall be met by an assessment to be levied by its officers on the associations named in Article 2 and based on the basis of membership of said associations.

Article 8. Each delegate or individual which shall hold membership in this Congress shall be allowed one vote.

Article 9. The officers may establish such by-laws under this constitution as they may deem necessary. Being in full force and effect until approved or disapproved at the next meeting of this congress.

The report on the constitution and by-laws was adopted as read.

Election of Officers

The following names were placed in nomination for the several offices and were unanimously elected:

President—G. S. McLarg, Kneeland-McLarg Lumber Company, Phillips, Wis.; vice-president—Edward A. Hamar, Worcester Lumber Company, Chassell, Mich.; secretary—August J. Stange, Union Land Company, Merrill, Wis.; treasurer—W. E. Hallenbeck, J. W. Wells Lumber Co., Wausaukee, Wis.

Each association forming the congress was authorized to appoint as many "four minute" men as might be deemed necessary, and send the names to the secretary.

The chair appointed a committee of one, W. K. Parkinson, to investigate the matter of forest products insurance, and to take it up with the Wisconsin insurance commission at Madison.

It was arranged that the associations forming the congress take the necessary steps to work out a scale of wages, or scales of wages, to be made applicable to the several districts, the scale for each district to conform as nearly as possible to local conditions and circumstances. The scales as worked out will be held for action by special committees.

The food situation will be given special attention and a man who is posted on the subject will visit the various camps and explain the situation in regard to substitutes for wheat flour.

The offer of the Clyde Iron Works to furnish badges for the members was accepted.

Developing Cut-Over Lands

An address by W. G. Bissell on the subject of developing the cut-over lands of northern Wisconsin was so well received that copies of the address were ordered in sufficient numbers to supply all the members of the congress. He advocated the raising of sheep and cattle on the cut-over land, and sheep in particular. The following pointed extracts are from the address:

For years "Back to the Land" has been the slogan of many, and the wisdom of this slogan is more clearly set forth today than ever before. This appeal must reach beyond those who are actively engaged in agricultural pursuits. Every business man, every professional man, and every law maker must give it loyal and direct efforts to co-operate and assist in this work.

For the past year we have been talking "more sheep more wool" for upper Wisconsin, and we feel we have abundant reasons for so doing. We have large areas of splendid agricultural and grazing lands lying absolutely dormant, not earning or producing a dollar in food value or raiment. That these lands are splendidly adapted to sheep husbandry there can be no question. World conditions are such to-day that the question of wool production is but little less important than that of food.

There was a marked shortage of this important commodity before war was declared, and since then the world's consumption has been increased by 25 per cent, and the world's production has been decreased by almost a like amount. Prices have increased by leaps and by bounds until to-day there is practically no prices placed upon wool. The small amount of raw material we have on hand in this country has within the past two weeks been commandeered by the government.

A recent survey of the number of sheep in the United States, has placed the number that will be shorn during the summer of 1918 at less than 33,000,000. If this be true, our total production for 1918 will not exceed 230,000,000 pounds and our requirements will be at least 800,000,000 pounds. This would not be so startling were it not for the fact that in every wool producing country throughout the world there is an equal falling off in production. Our total home production, if divided equally, will give but a trifle over a pound of scoured wool per capita and our entire output will no more than supply our military wants to provide for an army of 2,000,000 men, leaving nothing for our civilian population.

Seventy per cent of our wool is being produced west of the Mississippi River. The flock masters of this region have been deprived of their grazing lands to the extent that they now have 25 per cent more sheep than they can summer graze. The problem that confronts them is whether they shall send these surplus breeding sheep to the shambles or seek new pastures for them. It is most natural under present price conditions that they desire to expand rather than contract their business. So we have been directing our energies with a view of attracting the flock masters toward our undeveloped country, not only that, but we are striving to organize our own people, our surplus capital, in Wisconsin, to interest themselves and invest their money in a business that we believe is not only fundamentally sound, but which will be very profitable.

We believe in sheep for Upper Wisconsin because the financial returns from them, if properly supervised and handled, will produce $2.00 to $100 over that of the production of any other domestic animal. Sheep and lambs can be made marketable and a finished product without grain. Less labor and less man power is required on a sheep ranch than on any other, thus it will assist largely in solving the labor problem. To successfully care for them, expensive machinery is not required, expensive buildings are not necessary, less productive and lower priced lands can be effectively utilized. Sheep are natural scavengers; they will eat and relish almost any kind of a weed thereby benefiting the lands.

There are scores of reasons why capital should embark freely in this wonderful game in upper Wisconsin. With our splendid water, our wonderful growth of grasses, our shrubs and brush upon which sheep naturally feed, it is only a matter of a few years when upper Wisconsin will be one of the great sheep producing countries and perhaps the greatest finishing country in the United States.

We can offer the flock master a country where droughts are unknown, where pure water is in abundance everywhere, and a climate that is particularly adapted to the highest and best development of sheep. Now, if this be true, why not as sensible business men go to it? It means much to us as a state, it means a whole lot more to us as land owners. In my judgment, the time has arrived, when to accomplish the best and most desirable results, we have got to adopt a new slogan, let it be "push back the brush line." The fact that you large land owners occasionally sell a tract of land purely for speculative purposes, does not get us anywhere as a development proposition. That is simply changing money and titles. What the world needs to-day is increased production and if any of you men know of a shorter cut to "push back the brush line" than going into the sheep business, I would like to have you tell me what it is and I will immediately revise my ideas.

Government Wants Line on Walnut

The Signal Corps is in need of all the walnut lumber suitable for the construction of propellers that it can secure, and the Ordnance Department likewise needs all of the walnut lumber suitable for the construction of gun-stocks that it can secure.

In view of this condition during the present national emergency it is absolutely imperative that no walnut suitable for either of the two above mentioned purposes should be disposed of for any other purpose and anyone holding walnut, or knowing where it is held that is suitable for either of these purposes should communicate with whichever of these two departments is the proper one to write to.

It is likewise the duty of anyone knowing of cases wherein this national need is not being complied with to communicate with one of these Departments, by addressing in connection with propellor material the "Materials Department, Equipment Division, Signal Corps, 119 D Street Northeast, Washington, D. C.," or, in connection with gunstock material the "Ordnance Department, Procurement Division, 6th and B Streets Northwest, Washington, D. C."

A Caterpillar's Record Load

The steam caterpillar log hauler makes records and then breaks them. The latest high notch is claimed for such an engine working for the Bekkedel Lumber Company, Couderay, Wis., and operated by J. F. Crandall. It brought to the mill a train of eighteen sleds, each loaded with 4,000 feet, or 72,000 feet in all, with a total weight exceeding a million pounds.

The Country's Supply of Oak

The war has created new demands upon the forests of the United States for oak, and the question which is foremost in the minds of many is whether there is any danger that the demand cannot be met. That question is not being asked by persons who are informed on the oak situation so far as available timber is concerned, for they know that there is enough oak in our forests to furnish all needed for war purposes, though the war continue for years; and at the same time it can meet all possible demands for this wood for domestic needs.

That statement is based on the supply of oak trees growing in the woods at the present time; and takes no account of the labor situation. The oak is there; but whether sufficient labor to cut the logs and saw them is to be had is another matter. There appears to have been some timidity of late among persons who feared that our oak was short, that the forests are depleted, and that the government might have difficulty in procuring what it needs. It is difficult to account for such a notion getting a foothold anywhere, and particularly among persons who claim to have information concerning the country's oak resources.

On April 25, 1913, HARDWOOD RECORD published elaborate statistics, in an article of several pages, covering the country's timber supply, with special emphasis on hardwoods, and oak the most prominent of all of them. The figures contained in that article set at rest any doubt and dispelled any scare regarding the oak supply.

The figures then published were based on the elaborate report of the Bureau of Corporations, by Luther Contant, which had then been recently made public. The bureau's data were official, and as accurate as they could be made with the facilities at the government's disposal for collecting information on that subject. The report covered more than 1,000 printed pages and no one ever claimed that it was unsatisfactory because of its brevity. It went into the most minute details concerning the country's forests, and no report of standing timber comparable with it was ever published before, and none since. It superseded the Herbert Knox Smith report of a date two years earlier, and that of C. S. Sargent thirty years earlier.

OAK IN PARTICULAR

The Bureau of Corporations' report dealt with all commercial timbers in the principal producing districts; but oak is the only one calling for special attention now, because of the challenge made by misinformed persons that there is not enough of this wood to meet government needs.

The figures on oak which are here given are taken from the government report of 1913, so far as the states are specifically included in that report, and where not specifically included, supplemental estimates are made, pro rata, on the basis of output. The Bureau of Corporations sent agents into the various regions and they consulted with timber owners and made use of all available data in reaching totals, and the final figures are worthy of acceptance as approximately correct.

The table which follows gives the oak stand of timber in the leading states producing this timber:

State.	Stand of oak, feet.	State.	Stand of oak, feet.
Arkansas	26,765,000,000	Missouri	3,818,000,000
West Virginia	25,000,000,000	Illinois	3,700,000,000
Tennessee	25,000,000,000	All New England	3,700,000,000
Kentucky	22,500,000,000	Georgia	2,875,000,000
Ohio	13,500,000,000	Maryland	2,700,000,000
Pennsylvania	13,300,000,000	Virginia	2,184,000,000
Louisiana	10,920,000,000	New York	2,000,000,000
Indiana	10,400,000,000	South Carolina	1,780,000,000
Mississippi	10,023,000,000	Florida	328,000,000
Alabama	8,145,000,000		
Texas	6,897,000,000	Total	199,539,000,000
North Carolina	4,004,000,000		

Four years have passed since the government's estimate was made, and of course some oak has been cut since then. The total so cut is approximately 18,000,000,000 feet, and that deducted from the reported stand four years ago leaves in round numbers 181,000,000,000 feet of oak now standing in the forests of the United States. That figure is conservative, for the growth of this wood since the estimate was made has amounted to half of the cut. It is still more conservative because the accompanying table takes no account of oak in several states, among which are Minnesota, Wisconsin, Michigan, New Jersey, Iowa, and the whole western half of the United States. It would be conservative to place the remaining stand of commercial oak in this country at this time at more than two hundred billion feet.

At the present rate of cutting there is enough of it to last forty years; and at the end of forty years enough more will have come on to last twenty years longer.

NO SCARCITY IN SUPPLY

In face of these figures it is ridiculous to claim that oak cannot be had in sufficient quantities to meet the government's war demands. It is true that the government wants a pretty high grade of stock, but even at that there is enough many times over.

The only trouble is in getting it out of the woods, through the saw mills, through the dry kilns, and into the factories where it is to be converted into vehicles and other stores wanted by the government. It will cost money to do this, with labor and supplies at their present high level; but it can be had if the proper steps are taken to get it.

It is estimated that the common white oak, *Quercus alba,* nearly equals in quantity all the other oaks combined, and this white oak heads the whole oak list in point of quality, and it grows in one-half of the area of the whole United States. There can be no question that this single species could much more than meet the government's whole demand for oak in its war program.

New Export Items

There are some new items separately classified for the first time during the last six months of the calendar year 1917 in our export business, which are of particular interest to the hardwood trade. Among these new items to receive recognition by separate classification are handles, boat oars, chairs and office furniture.

Implement and tool handles have been separately listed for the first time and this separate classification gives us the first concrete idea of the exact value of our handle exports, which run now to a little better than a million dollars a year. It has been known for some time that we export something near half of our hickory handles, but exact figures on the export trade were not available because of no separate classification. Now there is a separate classification of implement and tool handles, of which we exported during the half year from July 1 to the end of 1917 a total of $554,258 worth, which would indicate a million dollars or more for the year's trade in those handles included in this specification. There are evidently many others classed as woodenware, and still others go along with tools sent abroad.

Boat oars and paddles were exported during the last six months of 1917 to a total value of $126,356.

Two interesting sub-classifications of furniture are made, one of chairs and one of office furniture. The result shows that chairs are perhaps the most important single item in furniture. The chairs exported during the last half of 1917 were valued at $741,240, which would indicate a total of a million and a half dollars during the calendar year. When we consider that the total furniture trade for the year was only a little above $4,000,000 this chair item becomes quite interesting.

Office and store furniture, showed for a six months' period a total of $256,154, which would indicate a half million dollars for the year. It appears that chairs and office furniture constitute items of American manufacture that make a particularly strong appeal in other parts of the world, and the setting forth of these items separately should serve as an encouragement to this branch of the export trade.

Partially Lift Memphis Embargo

There is notable improvement in the embargo situation through the Memphis gateway as outlined in the following circular letter sent to members of the Southern Hardwood Traffic Association under date of April 1:

From points on the Illinois Central and connections:

Effective today, embargoes are further modified to permit acceptance of shipments (of lumber) for points on the Pennsylvania railroad, east of Pittsburgh, with the exception of New York City and Baltimore.

From points on the Missouri Pacific system and connections:

The Missouri Pacific can now handle shipments (of lumber) to points east of the Pennsylvania-Ohio state line, to the same points as are shown to be open via the Illinois Central. It can also handle shipments to points on the Pennsylvania railroad east of Pittsburgh with the exception of New York City and Baltimore.

From points on the St. Louis Southwestern (Cotton Belt) and the Frisco system and connections:

Same as on the Missouri Pacific system.

This is the first time in a long while that it has been possible for hardwood operators on either the east side or the west side to send shipments of lumber through to destination in Eastern Trunk Line territory and they are taking as full advantage as possible of this change in conditions. Indeed, it has been well nigh impossible recently to make shipments into much of Central Freight Association territory but the latter is now practically wide open and operators are likewise taking full advantage of the change in this respect.

It is still impossible to reach New York, Baltimore and other port cities on the north Atlantic coast without permits but officials of the association say that permits can be secured for handling shipments to these, with the result that the situation is declared materially improved.

But, just when embargoes are being lifted and open routes are being provided, there is an admitted shortage of cars for loading with lumber. This is preventing as large movement of lumber as desired. Furthermore, it is suggested that, with more routes being opened up and with increasing quantities of hardwood lumber offered for shipment, the car situation is almost certain to become considerably worse. This is only another way of saying that lumber interests are swapping open routes for car shortage and that their transportation troubles are by no means ended as a result of the lifting of embargoes to the important outlets already indicated.

There has been a decided increase in the number of flat cars offered by the Missouri Pacific system for log handling recently, not only to Memphis and Helena but to other points on that line. This information comes direct from the offices of the Southern Hardwood Traffic Association. Mills dependent on that road for logs are therefore faring much better.

There has been no improvement, however, in log handling on the Yazoo & Mississippi Valley line of the Illinois Central or on the Frisco system in Arkansas. The management of the former has been promising more cars for some time but these have not yet been provided. The Valley Log Loading Company is operating at about half of its capacity with the machines now employed. It can make no better showing for the reason that cars are not being provided by the Y. & M. V. road. As a result mills dependent on that line are very short of logs despite the fact that there are millions of feet of timber on the right of way awaiting immediate handling. And, because of inability to secure full supplies of logs, mills at Memphis and elsewhere in the valley, dependent on that particular road for their log supplies, are still having to operate on partial time. This means that production, so far as these mills are concerned, is sharply below normal.

Owing to the fact that mills bringing out their logs by water are able to operate at capacity; owing to the fact that firms using their own railway and logging facilities are able to secure full supplies of timber for their mills, and owing still further to the improvement on the Iron Mountain, production of hardwood lumber is increasing somewhat above the recent average in this territory. Still it is materially below what it should be under present conditions.

Logs are beginning to suffer from attacks from worms and insects and there is an admitted slowing down of logging operations because prospects are no brighter than they are for moving the timber already awaiting loading. Weather conditions are fine for logging and this work would be making far greater progress if owners of timber saw any chance of moving this. But they are naturally timid about preparing more material for the worms and insects when they have so much already exposed to the depredations of these pests.

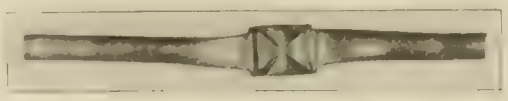
Wood as Fuel

Figures show that more wood is used as fuel in this country than is sawed into lumber. The lumberman has been held up to view as the greatest forest destroyer, but he does not take as much from the forest as is taken for fuel. The lumber cut is about 40,000,000,000 feet a year, while if the amount of wood fuel is reduced to board measure it exceeds 50,000,000,000 feet. The quantity is placed at 83,000,000 cords, or nearly a cord for every person.

The value of a fuel is measured by the quantity of heat given off in the process of burning. There is great difference in woods in that respect. Any person accustomed to use various woods as fuel, knows that some kinds give much more heat than others. Theoretically, the fuel values of woods which are dry are in proportion to their weight, with the proviso that, weight for weight, resinous softwoods like yellow pine, give ten percent more heat per pound than the hardwoods. The difference is due to the burning of the resin, of which hardwoods have little or none. If the theory holds true, the fuel value of a dry wood may be determined by weighing it. If persimmon is twice as heavy as basswood it should furnish twice as much heat. That is the theory, but it is not easy to convince some people that it will hold true in practice.

It is too easy for them to cite their own experience to the contrary, when, on cold days, they shiver round a fire which hums pretty well but refuses to give off much heat that can be noticed.

Green wood develops as much heat while burning as the same wood can furnish when dry. That statement would be disputed by many persons who have had experience in firing with wood; but the apparent difference in the fuel value of green wood and dry is explained by the fact that in the combustion of green fuel, much of the heat is required to evaporate the water in the wood, and thus is not available for ordinary heating purposes. A fire that is fed with soggy wood gives off little heat because nearly all is required to drive off the water in the form of steam. Beech, birch, maple and hickory are among the best fuel woods of this country, and they are among the heaviest, but doubtless oak is more largely used for fuel than any other kind of wood.



THE ABOVE IS A REPRODUCTION OF A COPPER RING TAKEN FROM THE FINGER OF A GERMAN OFFICER BY ROY COOKSTON, FORMERLY OF THE UTLEY-HOLLOWAY COMPANY, CHICAGO. THE RING WAS EVIDENTLY MADE FROM A PART OF A SHELL, AND THE CROSS IS PROBABLY WORN HERE INSTEAD OF ON THE CUSTOMARY PIN.

The Lumberman's Round Table

Red Gum for Paneling

The new Woods Theater in Chicago, one of the finest playhouses recently erected, is notable for the handsome panels which adorn its lobby. These panels, which are exceptionally large in size, are made of figured gum, and the effect is remarkable. Many people take them for Circassian walnut, and while the figure is hardly extreme enough to suggest Circassian to anyone acquainted with that wood, it is undeniably striking. The panels are given a rubbed finish, the natural color of the wood being preserved, so that the admiration which the woodwork has excited is a tribute to the beauty of gum.

If anyone had said ten years ago that the finest theater in Chicago would be trimmed in gum, and that figured gum panels would be regarded as the height of beauty in woodwork, the chances are that that individual would have been derided. Yet that very thing has happened.

Selling in the Building Field

In view of the generally reduced operations of the builders, as a result, largely, of the discouragement given building by Secretary McAdoo and other government officials, who believe that money should not be invested at this time in building construction, it is up to the manufacturer of doors and other wood products used in building to study his market carefully in order to be able to get results from his sales promotion efforts.

One well-known Wisconsin door manufacturer, who has been selling his product in all directions for a number of years, has scanned the field and has found that hospitals are about the only class of buildings which are being erected in the customary number. Owing to the necessary character of these structures, there is no ban on their erection; besides, the war seems to have stimulated giving for charitable purposes, and the hospitals are having comparatively little trouble in raising funds. Hence many new buildings are being erected, and additions provided for established institutions.

The door concern referred to has a large line, of course, but just now most of its advertising is confined to a series of flush doors especially suitable for hospital work. In fact, in all of its advertising to architects it is featuring this door, realizing that this is the line of least resistance, and that there will be more opportunities to specify hospital doors than any other kind at this time.

By looking over the situation and analyzing market conditions, it is possible for the manufacturer to expend his effort in a way to produce the maximum measure of returns.

The Stock of the Factory

Although one has got in the habit of supposing that furniture manufacturers no longer carry big stocks, trips to various consuming plants indicate that the average concern is still finding it highly desirable to have a fairly good sized stock on its own yard, where it can put its hands on the material at any time.

Theoretically, the manufacturer of wood products who figures his operations so carefully as to be able to take his lumber out of the cars, shoot it into the kilns, and move it from the kilns to the machine room, is in the best possible position, because he is not tying up much of his capital in raw material. But in practice it is very difficult to make delivery coincide exactly with manufacturing necessities, and it is important to have an anchor to windward in the form of an adequate stock of dry lumber on the yard.

The writer recently visited a large Chicago furniture factory, which uses a big quantity of oak and other lumber. It has on hand close to a million feet of lumber, which is on sticks, getting ready for use. The head of the factory admitted that this stock represented a lot of money; likewise, that it was necessary to have a big investment in land, for yard purposes, in order to take care of this stock.

"But we find it is a good thing to do," he added, "especially in times such as we have been experiencing. Cars have been scarce, and deliveries of lumber have been somewhat uncertain. The result is that we have drawn heavily on our reserve stock. It costs more to carry the lumber, but it is mighty fine to have it on hand when it is needed."

Being able to let the other fellow carry the stock will be accomplished when the industrial millennium arrives.

Using Water Transportation

Railway congestion and shortage of rolling stock are making shippers and receivers of lumber give more consideration to the use of waterways for the movement of stock. Comparatively little use has been made of the available resources, and for this reason additional facilities have not been developed. Much can be done along this line.

For example, a factory in Chicago, which is located on the Chicago river, and could easily receive lumber from boats, is arranging this season for the first time to have lumber shipped in by water. The material will be moved from ports on Lake Michigan and docked right at the factory, saving a big amount in freights, and also making a movement that for convenience could not be surpassed. It is expected that the use of this method of delivery will save a big amount in transportation charges in the course of a single season. There is no reason advanced for not having done this heretofore.

In the South a good many sporadic efforts have been made to employ the rivers for this purpose. Logging is, of course, accomplished in this way in many instances, and in others the finished lumber could be moved out by steamboat and barge if the effort were made. But not many people have tried to do this.

Up to this time railroad competition has been aimed to suppress river transportation. Under government control and supervision, the railroads should encourage river traffic, and should coöperate with them in such a way as to encourage this mode of transportation. It will relieve the pressure on the transportation system.

Why Advertise Now?

A certain lumber manufacturer, who is cutting a lot of stock at present, but is devoting practically all of his attention to government work, is observed to be doing just as much advertising as he ever did, and to be spending just as much effort on getting the right kind of "copy" before the trade.

One of his friends inquired the reason for this system.

"We don't want to be forgotten by any of our good customers," he said. "We haven't a great deal to offer at present, and are not in a position to solicit new business in volume, but we know that conditions at present are abnormal. If we wait for normal times to return before we do any advertising, we will have lost a lot of ground, and will have a great deal of impetus to restore to our sales work. Inasmuch as our salesmen are not on the road at present, and we are not reminding our customers through them of our business and facilities, it is all the more important to talk to the trade by means of the printed word.

Why the Jobber Lasts

One of the best known concerns in the Ohio Valley, which formerly operated a mill, is now doing strictly a jobbing business on ash. It is assembling stocks made on a great many mills, and is specializing to such an extent that it is becoming very well known among buyers of ash. Ash is one of those woods which is scattered, as to growth. There are no forests of ash, where a mill can be established to cut nothing else; but each manufacturer gets a little of it. In a case of this kind the jobber is a very important factor in the trade, since he brings together the product of many mills, and makes it possible for the buyer to get just what he wants, without having to take a lot of stock that he doesn't want. There are many other examples of jobbers' service, but this is one of the best ways to demonstrate that it would be impossible to eliminate the jobbing yard from the hardwood business.

The Mail Bag

B-1185—Wants to Buy Thick Hardwoods

The following inquiry comes from a firm outside of the vehicle line. Anyone desiring the name may have it by writing HARDWOOD RECORD:

Kansas City, Mo., April 5, 1918. Editor HARDWOOD RECORD: We are extensive users of oak, ash and other hardwoods in timbers 3"x8"-14' and 16' and would thank you for list of firms who are in position to make shipment of such material.

——————— Manufacturing Co.

B-1186—Slayton Petition Merely Formality

The following letter regarding an item appearing in HARDWOOD RECORD a short time ago explains itself:

Chicago, Ill., April 8, 1918. Editor HARDWOOD RECORD: Several weeks ago you showed in your issue an involuntary petition in bankruptcy had been filed against us.

This was filed by a former employe who had a contested account, as he had a contract to purchase stock and having failed to do so the company held some money back for its protection.

This matter has now been adjusted and the petition in bankruptcy has been dismissed.

Will you please be kind enough to show this in your next issue in order that the matter may be corrected, which is to the interest of all concerned?

Very truly yours,

R. R. SLAYTON MILL COMPANY,
1241-1249 Belmont Ave.

Clubs and Associations

Traffic Association Grows Fast

The Southern Hardwood Traffic Association is enjoying the greatest growth in its history. The membership committee, of which C. R. Tustin is chairman, recently announced that it proposed to secure fifty members from January 15, 1918, to January 15 next year but it has made such splendid progress that it has raised its limit for the year to 100.

Since January 1, the association has received thirty members. Two of these were obtained before the annual meeting, January 15. The other twenty-eight have been received since the annual meeting, as follows:

Bradley Lumber Company, Greenwood, Miss.
The Brewer-Nienstedt Lumber Company, Miltenberg, La.
Colfax Hardwood Lumber Company, Colfax, La.
H. W. Darby Hardwood Company, Memphis, Tenn.
Hemphill Lumber Company, Kennett, Mo.
Jefferson Hardwood Lumber Company, Pine Bluff, Ark.
Maley & Wertz, Evansville, Ind.
L. D. Murrelle Lumber Company, Memphis, Tenn.
Perkins Brothers, Kelso, Ark.
McCollum Brothers, Memphis, Tenn.
Booker Box Company, Louisville, Ky.
Bomer-Blanks Lumber Company, Blanks, La.
Forest Lumber Company, Meridian, Miss.
Kentucky Lumber Company, Lexington, Ky.
Wilson & Cochran, Lottie, La.
Mossman Lumber Company, Memphis, Tenn.
Alexandria Cooperage & Lumber Company, Alexandria, La.
I. B. Wilcox & Co., Louisville, Ky.
Lyon Lumber Company, Garyville, La.
Bennett & Witte, Memphis, Tenn.
D. H. Hall Lumber Company, New Albany, Miss.
E. H. Elsberry, Pine Bluff, Ark.
Gibson, Douglass & Gray, Monroe, La.
Evansville Band Mill Company, Evansville, Ind.
Ford Brenner Lumber Company, Alexandria, La.
Evansville Veneer Company, Evansville, Ind.
Lee Wilson & Company, Wilson, Ark.
Philip A. Ryan Lumber Company, Lufkin, Tex.

There are few organizations identified with the hardwood trade that have accomplished so much in behalf of their members as has the Southern Hardwood Traffic Association, and this splendid record of substantial achievement is responsible for the present rapid growth in its membership.

Applications are being received almost every day, as those outside the fold are beginning to appreciate the handicap under which they are placed by not being identified with this organization. They have to compete with those who are members and they are finding the "going" pretty hard.

Logging Meeting for Memphis

James Boyd, secretary of the Southern Logging Association, with headquarters at New Orleans, announced, while in Memphis last Friday, that V. C. Langley, president of that association, had called a meeting of that body for the Hotel Chisca, Memphis, April 25, at which time the following subjects will be discussed, with particular reference to logging hardwoods:

Tree cutting, building main line and spur roads, skidding by machinery and teams, loading, feeding and care of work animals, feeding and housing of labor, and welfare work.

Mr. Boyd also stated that data sheets had been mailed to more than 400 operations in the Memphis and valley territory and that these are coming into his office now in large numbers.

He also stated that logging contractors are invited to attend this meeting.

Meeting of Louisville Club

The first April meeting of the Louisville Hardwood Club, held on the evening of April 2, at the Seelbach Hotel, was well attended there also being several guests present, including J. Van Norman, a prominent local lawyer who features Interstate Commerce cases principally for the coal and lumber interests; J. H. Townshend, of Memphis, head of the Southern Hardwood Traffic Association; and Norman Willis, Kansas City representative of the Holly Ridge Lumber Company, of Louisville.

Mr. Norman was forced to leave the meeting shortly after the dinner and was unable to talk. Mr. Townshend discussed traffic conditions, stating that embargoes had been lifted to all Central Freight Association territory, and parts of the East, and that he did not figure that there would be much trouble for a time at least in handling shipments into C. F. A. territory, but that there would be trouble on Eastern shipments throughout the year, as embargoes would probably not be off for any length of time, and probably there would be a car shortage throughout the year.

Clifford I. Milard, of Norfolk, Va., a lumberman who has been taking much interest in the work of the "War Savings' Committee," in a letter addressed to A. E. Norman, Jr., president of the Louisville Hardwood Club, asked that the Louisville lumbermen donate any advertising space which they might be able to dispense with for a month, to advertising "war savings stamps." The members of the club present arranged to donate all such space for the purpose, and undertook to take the matter up with other members who were not present, with the result that the Louisville hardwood trade will be doing its bit shortly in encouraging this movement. The trade has already done much, it having in many instances donated cards and stamps to mill and other employes, a number of concerns having a 100 per cent savings record.

In the general round table discussion of the market and general conditions statements made showed that the demand was generally good, that most concerns could sell more lumber than they could secure, and that jobbers were having considerable trouble in replenishing over sold lines. It was stated that prices are better and gradually working higher, all items being in fair shape.

One dealer stated that he moved more lumber in March than during any month since last September, and that it was the best month out of eighteen months from a standpoint of dollars and cents, although the tonnage was not so great, although prices were high enough to offset the difference in tonnage. This dealer stated that stocks in the South were generally lower than at any time inside of eighteen months, with a general shortage of labor and logs, which was not aiding in increasing production.

Members present were generally of the opinion that it was more a question of getting labor and logs than of getting business, as at the present time it is a question of getting logs in, getting 'em cut, and getting the lumber out. Almost any price can be had for immediate delivery lumber, due to an abnormal demand. Several men stated that they had sold lumber at the highest prices ever obtained, and from general reports March proved a bully good month, and the best by far of the quarter.

Big Open Price Meeting Scheduled for Laurel, Miss.

The Hardwood Manufacturers' Association of the United States announces that a big meeting is scheduled for Laurel, Miss., on Saturday, April 20. All hardwood mills within range of one hundred and fifty miles of Laurel are invited. The open competition plan of the Hardwood Manufacturers' Association will be explained at this gathering, at which many prominent members of the plan will be present.

The Laurel meeting is inspired by the success which has attended various meetings at other points, such, for instance, as Cincinnati, Huntington, W. Va., Memphis, and Alexandria, La. The purpose of the meeting at Laurel is to co-operate with the southeastern mills in the work the association is doing for the industry through its open competition plan. It is expected that the report of the cost committee appointed at the open competition meeting at Huntington, March 20, will be in readiness and that valuable information on cost will be available to manufacturers attending the meeting at Laurel. The meeting will be held in the Pinehurst Hotel. Other meetings scheduled by the open competition plan members are Hotel Frederic, Huntington, W. Va., Wednesday, April 17; Hotel Youree, Shreveport, La., Wednesday, April 24.

The cost committee appointed at the recent Huntington meeting held an all-day session at Huntington, Saturday, March 30. Several matters were thrashed out. The committee agreed on cards of accounts covering labor and supplies in different manufacturing departments, and an accountant will be selected and employed who will immediately start work with a view of having data for presentation at coming meetings. It is expected that the accountant will use the cards of accounts as a basis and will personally visit the manufacturers, working up the schedule of items to be charged, so that when a charging plan is adopted by the association, the labor and supplies cost account card of every mill will be prepared on the same basis.

Furniture Federation Meeting in Chicago

The annual meeting of the Federation of Furniture Manufacturers will be held at the Congress Hotel at Chicago, April 17 and 18. All furniture

and supply manufacturers are invited to attend. Speakers of note will address the meeting and the gatherings will afford an opportunity for getting together for thorough study of the many new problems confronting the business. The war service committee will make a full report of war contract matters and prospective work that is developing.

The banquet will be held at 6:30 p. m. on Wednesday, April 17. The meeting will be held on Thursday, April 18, when matters of transportation, war contracts, etc., will be discussed. It is purposed to consider reorganization of the Federation on more elaborate and more effective lines.

Memphis Club Meets

There were seventy-five members of the Lumbermen's Club present at the regular semi-monthly meeting held at the Hotel Gayoso, Saturday afternoon, March 30. The usual luncheon was served. President J. F. McSweyn occupied the chair.

It was announced that, in accordance with action taken at the previous meeting, the club would hold its next meeting Friday evening, April 12, at the Memphis Country Club and that it would have as its guests on that occasion the Rotary Club of Memphis. Invitations have been extended to the latter and the getting-together is for the purpose of bringing about closer business and social relations between these two organizations. The idea was suggested by Earl Palmer, chairman of the civic committee of the Lumbermen's Club.

Announcement was made of the death of Mrs. Charles G. Kadel, wife of a former president of this organization. The resolutions committee was instructed to convey to Mr. Kadel the sympathies of the club in his bereavement. A handsome floral offering was also sent.

S. B. Anderson urged that all members of the club attend the meeting to be held at the Chamber of Commerce, Tuesday evening designed to find a way for bringing about employment of the many idle men in Memphis who are contributing nothing toward the winning of the war. All employers of labor are expected to attend. Mr. Anderson stated that the labor situation was growing in both intensity and acuteness and declared that the time had come when those who were not employed should be given to understand that they are badly needed and that they must either work or move on.

It was announced at this meeting that forty-three members of the club have attained membership in the "$1000 Club" by buying $1000 worth of thrift stamps. The committee, of which J. F. McSweyn is chairman, is trying to increase the number to 100%.

Thomas W. Fry of the Charles F. Luehrmann Hardwood Lumber Company, St. Louis, and G. W. Everts of the Brown Land & Lumber Company, Rhinelander, Wis., were elected active members. Two more applications were filed. The roster is now close to 200.

Proper steps were taken at this meeting looking to increasing the dues to an extent that will give the club all the funds needed for carrying on its work as well as for entertainment purposes. Twenty-five dollars is the level at which these dues will doubtless be fixed for active members and $15 for associate members.

Rev. William White, one of the four-minute men of Memphis, delivered a powerful address on Liberty bonds and told the lumbermen that they should support the forthcoming issue to the limit of their ability in recognition of the fact that every American owes a debt of gratitude and loyalty to the French and to the English that cannot be repaid, and because the government is entitled to every dollar that Americans can spare. He particularly urged that men of means would have to be buyers of the forthcoming issue because the smaller investors bought so freely of the last issue and had not yet completed payments on the bonds for which they subscribed at that time.

Proper Methods for Obtaining Shipping Space

The woodstock committee, representing the National Implement and Vehicle Association and other vehicle manufacturers, has sent out the following bulletin for the purpose of giving information regarding equipment for shipping materials:

1. To correct an impression which apparently exists in the minds of some of the station agents of interested carriers with respect to furnishing railway equipment for and moving woodstock or lumber which is not being shipped on government bills of lading, the attached letter from the director general of railroads, together with the following statement from the director of inland transportation, War Department, is submitted:

> "The Division of inland transportation has issued no instructions which interfere with the normal handling of matters pertaining to car supply and movement, between the shipper and the carrier's agents. No instructions have been issued to justify a contrary understanding."

2. By conference with the proper government officials it is clearly developed that there is no intention on the part of the United States railroad administration, nor the War Department, to interfere with normal commercial shipments.

3. When equipment is required, requests should be made therefore in the manner which has heretofore prevailed. If there is any failure to provide the necessary equipment or effect its movement, every effort should be made by the shipper with the division freight agents, superintendents or other officials of the carriers interested, to produce the results desired. It is suggested that where difficulty is encountered the presentation of the attached copy of letter from the director general of railroads will be of value.

4. No action will be taken by the director of inland transportation until every effort to produce results has been exhausted, and then only in connection with shipments where the proper relation to the government is already established.

5. If, because of embargoes, issued by the carriers, congestion, failure to furnish cars or other causes, carriers fail to provide cars or transport

NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION BANQUET, WALDORF-ASTORIA HOTEL, NEW YORK CITY, MARCH 27

property when for use in the prosecution of war necessities and immediate movement of the material [illegible] the War Department will interest itself in obtaining the [illegible] transportation except when statements of facts are submitted by the consignee [illegible] the War Department contractor. For example: When the contractor has exhausted all reasonable efforts to secure [illegible] the material to be furnished upon orders from the [illegible] quartermaster's depot the contractor should immediately advise the depot quartermaster, Jeffersonville, Ind., for attention, Captain J. V. Biggert, giving him full reasons given by the railroad for failure to furnish the cars, name of the point of origin, railroad and shipper, destination, name of consignee, kind of material and the number and type of cars required. Desired route should also be indicated.

6 If trouble is encountered in getting cars for woodstock or lumber which is to be used in meeting commercial requirements give the information in the same manner as outlined in paragraph 5 to the regional director for the territory in which the shipment originates according to the following division of territory and other conditions justifying, action will be taken to furnish and move equipment:

A. H. Smith, Grand Central Terminal, New York City, for Eastern Railroads: All railroads in that portion of the United States north of the Ohio and Potomac rivers and east of Lake Michigan and the Indiana-Illinois state line, also those railroads in Illinois extending into that state from points east of the Indiana-Illinois state line; also the Chesapeake & Ohio, the Norfolk & Western and the Virginian railways.

C. H. Markham, Healy Building, Atlanta, Ga., for Southern Railroads: All railroads in that portion of the United States south of the Ohio and Potomac rivers and east of the Mississippi river, except the Chesapeake & Ohio, Norfolk & Western and the Virginian railways; and also those railroads in Illinois and Indiana extending into those states from points south of the Ohio river.

R. H. Aishton, 226 West Jackson Street, Chicago, Ill., for Western Railroads: All railroads not included in the above designations and, broadly speaking, all railroads in the territory west of Lake Michigan and of the Indiana-Illinois state line to the Ohio river and west of the Mississippi river from the Ohio river to the Gulf of Mexico, excepting those railroads in Illinois included in eastern territory, and those railroads in Illinois and Indiana included in southern territory, as above stated.

Association Prices Issued

Market analysis for March issued by the Hardwood Manufacturers' Association shows continued upward movement in hardwood values. Figures f. o. b. Cincinnati show quartered white oak FAS 6" and up the following figures: For 4/4, 5/4, 6/4 and 8/4, respectively, $90, $95, $95 and $98; quartered red oak, FAS straight grade, $80, $83, $83, $87, while plain white and red oak in FAS brings $66, $70, $75 and $80. In this item the greater thicknesses, 10/4, 12/4, 14/4 and 16/4, bring respectively $85, $90, $95 and $95.

In poplar FAS 7 to 17" shows prices 4/4 to 16/4 ranging from $72 to $95, with $5 spread between 4/4 and 5/4. Saps and selects range from $56 to $81, with $4 spread between 4/4 and 5/4.

Gum, FAS quartered red, shows $51 for 4/4, $53 for 5/4 and 6/4 and $56 for 8/4. No. 1 common quartered red shows $40, $42, $42 and $44. FAS plain red shows $46, $48, $48 and $52. No. 1 common plain red shows $36, $38, $38 and $40. No. 2 common, plain red shows $28 and $30. These gum prices are f. o. b. Cairo.

Protest on Bulk Heading Order

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, announces that the Illinois Central has issued an order modifying its bulkheading ruling so that bulkheading must be provided for all dressed hardwood lumber shipped in open equipment, effective at once. The cost is estimated at $30 per car.

The first order covered all lumber shipped in open equipment. The association protested against this and the order was so modified as to exempt hardwood lumber. The Southern Pine Association secured a modification that exempted certain classes of pine lumber.

The latest order provides for bulkheading in the case of all dressed lumber, whether pine or hardwood, and the two associations will attempt to secure exemption or they will insist that the railroad bear whatever expenses are incident to such bulkheading. They have no objection whatever to the work but they object seriously to bearing the cost, feeling that the railroad should reimburse their members for every dollar involved [illegible]

Neither association is satisfied with the present stake-allowance of 500 pounds. Both hold that this is entirely inadequate and they will cooperate with a view to securing a larger allowance while they are working on the bulkheading proposition which has been made an issue by this latest order.

Cutting Fine Missouri Walnut

The St. Louis *Lumber* says that according to news from Chillicothe, that state, loggers in the employ of a local gunstock company began work at that point recently clearing the walnut from the Howdshell forest, south of Excelsior Springs. This forest contains what is said to be one of the biggest, if not the biggest, walnut tree in the United States. It measures seven feet in diameter, is forty feet to the first limb, and forty-eight inches in diameter at the first limb. R. L. Odell, who negotiated the purchase of the timber for the company, estimates this tree to be valued at about $2,000. The gunstock company is under contract to furnish gunstocks for the United States government. This walnut grove has been one of the prize tracts for several years past, and only recently has been placed on the market. It has been in possession of the Howdshell family for about 100 years. The present owners are the Misses Amanda and Martha Howdshell. They were born and reared on the place, and the forest of almost 500 acres has been held by the family largely as a matter of sentiment up to this time. The women decided to part with the property only when they became convinced that it was their patriotic duty to place the timber at the disposal of the United States government and its allies.

With the Trade

Making Progress in Foreign Investigation

The report contained in this issue of HARDWOOD RECORD from John R. Walker, lumber commissioner in England, that he had arranged for a very prominent exhibit of American lumber is but one indication of many that has come from foreign countries visited that the four lumber commissioners are making excellent progress in their investigation of prospective foreign market. Having this in mind, Russe & Burgess, Inc., Memphis, who are very prominent in export circles, forwarded to HARDWOOD RECORD photographs from which the accompanying illustrations were reproduced. These photographs were taken in the Russe & Burgess yard, Memphis, Tenn., last spring when the four commissioners, John R. Walker, Nelson C. Brown, Roger E. Simmons and Mr. Oxholm, were making a tour of mills in this country preparatory to leaving for foreign countries.

Incidentally, the "innards" of the Kraetzer preparation on the Russe & Burgess yard are pretty well shown in the photograph in which W. H. Russe is shown standing at the mouth of the huge boiler. The photograph also shows members of the commission who have just been making a careful analysis of the character of timber cut at Russe & Burgess' big Memphis mill. The Russe & Burgess plant was given a good deal of attention because of the prominence of this concern in export work. They cut a regular line of southern lumber, but have made a specialty of thin

W. H. RUSSE AND HIS PREPARATOR

SHOWING LUMBER COMMISSIONERS NOW ABROAD

lumber and have a large quantity of one quarter inch quartered and plain white oak now in their sheds.

Grand Rapids Veneer Works Issues Dry Kiln Booklet

A booklet describing the Grand Rapids vapor kilns has just been issued by the Grand Rapids Veneer Works, Grand Rapids, Mich. The booklet is amply illustrated, not only to show the actual working of the kiln, but to bring home principles through simple illustration of similar principles which govern in every day occurrences. The booklet contains a good deal of practical information on dry kilns and kiln drying. It gives suggestions for forms for keeping record of dry kiln operation and lists various instruments recommended for dry kiln work.

Organize New Company in Charleston, W. Va.

H. C. Dunfee, formerly of the American Column & Lumber Company and later with Thos. Hall Lumber Company, respectively of St. Albans and Charleston, W. Va., has organized and is the owner of the Dunfee Lumber Company, which has a rating of $40,000. The company will manufacture lumber and handle the output of several small mills in the Charleston section. Its total output will be from 15 to 20 million feet of West Virginia lumber. It will supply regular trade and also handle a good deal of government stuff as well as mine lumber. The company will shortly install a sawmill on a tract of timber which it has purchased on the Kanawha & Michigan railroad.

Established Lumber Department

The Mercereau-Hawkins Tie Company of Huntington, W. Va., has established a Lumber department in addition to its cross tie business, and will hereafter handle all kinds of hardwood lumber.

C. W. Peters, formerly of C. W. Peters Lumber Company of Columbus, Ohio, is manager of this department.

A West Virginia Mill Changes Hands

The sawmill at Clover Lick, West Virginia, formerly owned by N. S. Wise & Sons, has been purchased by A. D. Neill, president of the North Fork Lumber Company. Mr. Neill owns a tract of 5,000 acres of timber near the mill which he has bought, and it is estimated that it will keep the mill supplied for five or six years.

Pertinent Information

Wood Exports for January

The Bureau of Foreign and Domestic Commerce has published figures showing the January exports of wood products from this country with data for January of last year for the purposes of comparison. The statistics follow:

Article.	Jan. 1917.	Jan. 1918.
Round logs	$ 42,436	$ 45,358
Square logs	127,314	89,215
Railroad ties	221,740	204,647
Cypress lumber	9,337	220,701
Fir	363,371	457,179
Gum	35,201	106,124
Oak	99,567	241,226
White pine	109,065	59,781
Yellow pine	836,747	1,106,346
Poplar	7,016	95,659
Redwood	82,509	45,091
Spruce	207,057	395,498
Total lumber	$1,873,705	$3,225,705

The total exports of lumber for January this year were nearly double what they were for the corresponding month of 1917. Other exports of forest products follows:

Article.	Jan. 1917.	Jan. 1918.
Wooden furniture	$ 333,303	$ 376,392
Handles	....	93,827
Barrels	51,678	44,543
Box shooks	164,564	318,294
Barrel shooks	....	361,431
Staves	350,340	277,847
Heading	12,389	33,551
House trim	32,340	20,398
Woodenware	23,746	26,072
Wood pulp	187,129	281,908
Total of all wood manufactures	$4,598,867	$6,198,216

Wood Bridges

That wooden trestles are much more economical than those of concrete is the decision arrived at by a committee of the American Railway Engineering Association after an exhaustive investigation.

The report of Committee No. 7 on wooden bridges and trestles, submitted to the recent convention of the association at the Coliseum in Chicago, and adopted by the association, says:

Creosoted timber trestles are more economical than concrete except when the cost of the concrete structure is less than one and one-half times the cost of the wooden structure.

Forty Billion Feet Cut in 1917

Almost forty billion feet of lumber—enough to build 2,000,000 bungalows—was produced in the United States during the year 1917, according to a preliminary estimate made by the Forest Service. The estimate is based on the reports of 17,000 mills made to the Forest Service and the National Lumber Manufacturers' Association. An equal number of mills are yet to report to these agencies, but it is not expected that the subsequent reports will alter this estimate radically.

It is significant to note, however, that the reports of approximately 700 mills whose production is almost equal to the aggregate production of the remaining 17,000 other mills show that the total of lumber cut of these mills in 1917 was 600,000,000 feet less than the total shipped. This is ascribed to labor conditions principally.

The government's war time demands for lumber require an accurate census both of last year's production and of the mills capacities for 1918 and so officials of both agencies in charge of the work are urging the delinquent mills to report as soon as possible.

The estimate is based upon the reported cut of 845 identical sawmills each of which cut 5,000,000 feet or more lumber in either 1917 or the preceding year. The reports of these mills indicate that in nine states there was an increase in production and in the rest of the country a decrease. The largest increase was in Missouri where the gain over the 1916 cut was almost 44 per cent. In the South, Louisiana, Georgia, Florida, and Alabama showed increases varying up to about 10 per cent. Wisconsin and Michigan, in the North, and Washington and Oregon in the Northwest, were the only other states in which the cut increased. North Carolina, with a decrease of more than 22 per cent, showed the greatest falling off in production. Maine had a shortage of about 20 per cent. The reports from other states indicate varying percentages of decrease, with an average for all states of two per cent.

Specifications for Cutting Shuttle Wood

In the haste to produce quantity in normal specifications of lumber, many opportunities are overlooked for getting out specialized items in which there is a good margin of profit if their manufacture is properly supervised. One of these is material from which shuttles used in the vast textile industry are manufactured. Practically all of these shuttles are now made from dogwood. The supply of dogwood for shuttle blocks would be materially augmented were the specifications more generally known, and to this end a prominent shuttle manufacturer has prepared specifications given herewith. A great many lumber companies could probably find profit in getting out dogwood shuttle blocks.

The blocks must be cut to measure full size when the wood is so thoroughly dried that forced drying will not make it lose weight. To obtain the dry size of

14½x1¾x1½,	cut the block 15 x2 x1¾,	size No. 0.
15 x1⅞x1⅝,	cut the block 15½x2⅛x1⅞,	size No. 1.
16 x2 x1¾,	cut the block 16½x2¼x2,	size No. 2.
16 x2 x2,	cut the block 16½x2¼x2¼,	size No. 3.
16½x2⅛x1⅝,	cut the block 17 x2⅜x1⅞,	size No. 4.
17½x2¼x1¾,	cut the block 18 x2$\frac{9}{16}$x2,	size No. 5.
19 x2¼x2,	cut the block 19½x2$\frac{9}{16}$x2¼,	size No. 6.
21 x2½x2¼,	cut the block 21½x2$\frac{13}{16}$x2$\frac{9}{16}$,	size No. 7.
23 x2¾x2½,	cut the block 23½x3⅛x2$\frac{13}{16}$,	size No. 8.

Blocks should be stacked up for at least sixty days to allow partial seasoning and the development of imperfections which one cannot detect in the green block. As each and every shuttle must be absolutely perfect to avoid injuring delicate fabrics in the weaving, perfect blocks only can be used. Costly delays and damages to warp (this refers to fabric) are caused when shuttles of second quality are put in the loom. So each and every block must be perfect in quality and correctly sawn and absolutely free from knots, checks, heart, redwood, cross grain, bark and "cat-faces." The proper method of sawing is shown in the accompanying illustration. The center or the pith of the heart must be entirely outside of the block. Furthermore, from a selling standpoint, it is best to remove this pith in order to prevent total loss of the block through splitting by quick checking.

It is a waste of time to saw anything but absolutely straight grain material, and the blocks must be sawed straight with the grain, otherwise they will be worthless.

Immediately after sawing, each end of the block should be dipped an inch deep in paraffine or paraffine mixed with rosin to prevent checking. The finished block should be packed in burlap bags and each bag marked with a tag showing the quantity and size of blocks contained.

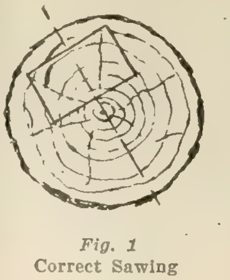


Fig. 1
Correct Sawing

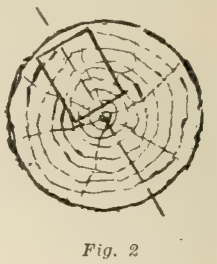


Fig. 2
Incorrect Sawing

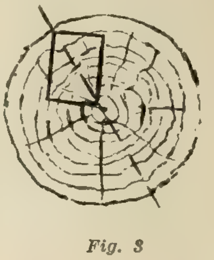


Fig. 3
Incorrect Sawing

Interesting Information

M. Wulpi, commissioner of the Central Bureau of Casket Manufacturers, Chicago, has issued an interesting circular containing statistics on Japan, gathered by the New York Evening Post. Mr. Wulpi presents the statistics in a circular, believing they form a basis for careful study by those anticipating competition in foreign markets after the war. According to the figures Japan has:

Fifty-three million population existing on 147,655 square miles.

Three hundred and forty-two population to the square mile.

Twelve million living in cities, the balance in villages and mostly farms.

The government of Japan is the largest industrial enterprise in the world.

It operates the largest Japanese steel mills and 85 per cent of the railroads.

Manages telegraphs and telephones and manufactures army and navy equipment.

It exercises but little control over private enterprises.

There are almost no factory laws beyond elementary regulation.

The tariff is made to favor Japan industries.

Taxes on business are low.

Average rate of interest 10 per cent in 1908 to 7 per cent in 1915.

Average dividends 1906: banks 9.2, railroads 6.7, manufacturing 14.6.

Labor is practically unorganized.

Wages low, but labor very inefficient.

Waterway Tonnage Reaches Immense Figure

The National Rivers and Harbors Congress, Washington, D. C., issues a most interesting statement of inland water haulage in support of its propaganda for scientific development of our inland waterways. The statement says:

Three hundred and seventy-six million tons of freight were handled on the waterways of the United States in 1916. That is enough to fill 9,400,000 average forty-ton freight cars, or about four times as many cars as our railroads own today. That shows that the waterways are still of some service even after fifty years of cut-throat competition by the railroads.

For the past eighteen months the traffic history of this country has been one continuous succession of delays, congestion, embargoes and car shortage. On May 1 and again on November 1 last year shippers asked for more than 165,000 cars which could not be supplied. Then came a winter of extraordinary severity and a coal shortage which amounted to a national disaster.

In a table prepared for Secretary McAdoo by W. P. Manss, industrial agent of the Baltimore & Ohio Railroad, it is estimated that in eighteen of the principal manufacturing cities of the country the losses resulting from Dr. Garfield's celebrated order amounted in workmen's wages and manufacturers products to $4,344,070,000. The total losses since the car shortage began, in September, 1916, are probably not less than $8,000,000,000, and may be as much as $10,000,000,000.

Bad as was this huge financial loss, the sickness, suffering and death due to lack of coal—which was due to lack of cars—were vastly worse. Worst of all was the delay in shipment of supplies and munitions which were urgently needed by our own Army and Navy at the front and by those with whom we fight. At one time no less than 213 ships, loaded and ready to sail, were held in New York for lack of bunker coal.

We have hundreds of harbors and 28,000 miles of waterways classed as navigable, of which less than 2,000 miles have been sufficiently improved to have dependable channels. One-tenth of the amount lost by the people of the United States during the last eighteen months would have been more than enough to thoroughly improve every mile of our navigable waterways, and if that had been done, and we had been wise enough to foster and develop water transportation, instead of allowing it to be crushed by railway competition, there would have been no car shortage, no coal shortage, no staggering financial loss, no peril to our armies and our cause through delays to ships, and many homes would still be bright which today are full of sorrow.

The Rivers and Harbors bill which provides for the maintenance and improvement of our waterways and harbors is of interest to every citizen of the United States, to those who live upon the prairies or among the mountains no less than to those who live by ocean, lake or river. Every thousand, or million, or hundred million, tons of freight sent by water leaves freight cars free to serve those whom the waterways cannot reach. Manufacturer and mechanic, merchant and clerk, farmer and miner, every mother with a son now, or soon to be, in France, and every loyal citizen who wants to win this war should do everything possible to make it sure that our waterways and harbors are maintained, improved and used to the limit of their capacity.

Hints for Expediting Mail Service

Everyone has probably noticed the delays in mail delivery incident to the abnormal conditions prevailing throughout the country. The postoffice department has just sent out a statement explaining the difficulties and suggesting means by which movement may be expedited.

The causes to which the delays are attributed are speeding up of war shipments, which materially reduces facilities for postal transportation; great increases in bulk of mailing and practices with business houses in regard to hours of mailing, for instance, the common practice of holding outgoing mail until the late afternoon necessitating handling sixty or eighty per cent of the matter within a period of three or four hours. It is apparent that if this could be spread over twelve or fourteen hours it would be handled much more efficiently, and that much time will be gained in its forwarding.

The department suggests the advisability of signing and preparing for dispatch all letters and mail accumulating up to noon and of posting them at that time, thereby assuring their being in transit before the close of the business day.

It also suggests that all heavy accumulation of mail be properly assorted as to size of containers and properly "faced" for cancellation of stamps.

Wagon Figures Include All Contracts Let

The woodstock committee of the vehicle interests through A. B. Thielens, chairman, makes the following statement regarding the number of contracts for army wagons:

In several publications reference has been made to the equivalent of from 240,000 to 260,000 army wagons without explaining that this is the total quantity, including spare parts, that has been ordered from the beginning of the war for requirements up to June, 1919.

The report then goes on to state that this creates a wrong impression in the minds of some as to the immediate requirements, and does not take into consideration the number of wagons which have already been delivered, of which there are several thousand now in warehouses awaiting distribution. The report states that it is desirable to give this information to the lumber people so as to avoid disappointment if contractors are unable to give them orders.

The statement says further:

Anyone that can produce material suitable for this work, if not already supplied with a list for the recommended prices, will be furnished same upon application to the Woodstock Committee, 619 LaFayette St., South Bend, Ind. If prices are acceptable to him, upon committee being so advised together with information in regard to his facilities and approximate time when deliveries can begin, information will be given to all contractors of record with the committee.

It is, of course, obvious from this report, as well as from other indications, that the vast bulk of these wagons must yet be built, and it is not likely that the quantity of lumber estimated as being necessary for the lumbermen to furnish will be materially reduced by the number of wagons already manufactured. Obviously such a huge total order for wagons would not call for immediate delivery, and even with fifteen months leeway for completion would necessitate rush work. Hence it is hardly likely that the lumbermen's plans for supplying raw material needed will be appreciably altered by the announcement that the wagons contracted for cover a year's requirements. This seems especially true, as undoubtedly most lumbermen realize, that at least a year's requirements must be involved in such an enormous production.

A Large English Oak

An English trade paper has the following account of an oak of unusual size. The peculiar thing about it is that the tree was only 400 years old, which is less than might be expected of an oak of its size:

The following is a description of the Golenos oak, felled and converted in the year 1810. It grew about four miles from the town of Newport, in Monmouthshire. The main trunk, at 10 feet long, produced 450 cubic feet, one limb 355 cubic feet, one limb 472, one limb 235, one limb 156, one limb 133, and six other limbs of inferior size averaged 93 feet each, making the whole number of 2,426 cubic feet, equivalent to 19,408 surface feet, of sound and convertible timber. The bark was estimated at six tons, but as some of the very heavy body bark was stolen out of the barge at Newport, the exact weight is not known. Five men were twenty-five days stripping and cutting down the tree; and a pair of sawyers were five months converting it, without losing a day (Sunday excepted). The money paid for converting only, independent of the expense of carriage, was $140, and the whole produce of the tree when brought to market was within a trifle of $3,000. It was bought standing for $2,025; the main trunk was 9½ feet in diameter, and in sawing it through a stone was discovered 6 feet from the ground, about a yard in the body, through which the saw cut; the stone was about 6 inches in diameter, and completely shut in, but round it there was not the slightest symptom of decay. The rings in its butt were carefully reckoned, and amounted to above 400 in number, a convincing proof that this tree was in an improving state for upwards of 400 years; and as the ends of some of its branches were decayed and had dropped off, it is presumed that it had stood a great number of years after it had attained maturity.

Progress in Ship Building

Two hundred wooden ships of the American merchant fleet, with which the United States will nullify the activities of the kaiser's submarines, should be in the water by June 30, and a total of 434 already are scheduled for construction. These and many other facts indicating how gigantic is our shipbuilding program and how rapidly it is being carried out were disclosed at the annual meeting of the Southern Pine Association by J. O. Heyworth, director of the wood ship division of the Emergency Fleet Corporation. No man need be ashamed of the production of southern pine for government uses during the last six or seven months, Mr. Heyworth told the convention. The West is abundantly doing its share also. The schedules for wooden ships call for more than 365,000,000 feet of lumber. Two hundred and forty million feet already have been delivered.

Arranges for Exhibit of American Lumber in London

War Commissioner John R. Walker, who is investigating economic conditions in England in behalf of the lumber trade of this country, reports that he has arranged for excellent quarters for proposed American lumber exhibit in London in a large room in the Royal Institute of the British Architects. This he says in a recent letter is the very best location that could be found anywhere in the Kingdom. The arrangements for the exhibit will be handled by prominent men in England and Mr. Walker feels that tangible results are in sight.

He emphasizes the hope that nothing will delay the assembling and forwarding of the exhibits, full details of which he has worked out and sent to this side.

Various American lumber associations have for some time been working out the details through the Bureau of Foreign and Domestic Commerce of exhibits already arranged that will soon be forwarded to the other side. exact duplicates will be assembled and forwarded to France within the near future.

Foreign View of American Shipbuilding

The London Timber Trades Journal gives its own opinion and quotes from the opinions of others on the subject of shipbuilding in the United States. It says:

Probably in order that too great hopes may not be raised, our ministers have lately been rather making our flesh creep by references to the difficulty which America is having in keeping abreast of her estimates in the way of shipbuilding. The accounts in the American trade papers certainly do not give this impression, but rather afford hopes of even greater results than those which have been promised. On this question, we publish, in our North of Europe Notes, translated extracts from an article in a Swedish paper giving the views of a Norwegian shipowner on the probabilities of tonnage supplies after the war. From this it will be seen that the smaller neutral countries view with concern the prospects opened up by the enormous efforts which are being made by American shipbuilders. The idea which the Norwegian shipowner puts forth of an excess of tonnage after the war is quite a novelty, but, so far from feeling alarmed at the prospect, which is purely a shipowner's point of view, it is clear that the world's trade and a quick return to something like normal conditions depend more than anything else on a sufficiency of tonnage during the critical period of the early days of peace. America need not have any fear of overdoing the shipbuilding industry, as there will certainly be a demand for every boat that can be built for many years to come.

The Work of Fungus

Nearly every sawmill man knows that blued and sapstained lumber is the work of fungus that grows on the surface and among the fibers of the wood and changes its color. The thing that puzzles many people is, how does the fungus get there in such quantities and so quickly? A gangway of freshly cut lumber will be stained in a day or two of damp weather.

The work is done by the spores or seeds of fungus that float through the air and light on the surface of the damp wood, where they quickly sprout and send their roots into the wood. They are small plants and the sprouting spore goes through the operation about as a bean does. In warm weather in wooded regions the air is full of them, though, because of their small size, they escape notice. Their numbers are almost beyond the power of the imagination. A single shelf fungus or punk, the kind that grows on old logs, stumps and trees, will throw off spores at the rate of 9,000,000 an hour and keep it up for a long period. Thus a single punk the size of a man's hand will scatter enough spores in a season to supply fifty to every acre of ground in the United States, if they were equally distributed. A hundred such punks may occur on a square rod of forest, or even on a single tree. Besides that, there are hundreds of other kinds of fungi, all scattering spores at the same rate. There are 8,000 species of fungus known in the United States. That is more than a dozen kinds for every kind of forest tree.

The spores scattered abroad are too small to be seen individually, but they are present. It is safe to say that if all the people in the world were brought together, the number would be much short of the number of spores which fall in one day on a single square rod of many a lumber yard.

It is no wonder that the lumber sap stains and blues. The only wonder is that a square inch of it ever escapes. Fortunately, conditions must be exactly right or the spores will not germinate. They will not grow if they fall on stone, clay or any substance which does not contain their kind of food. In addition to that, the condition of dampness must be just right. In warm, dry weather the spores cannot germinate and they quickly die. They do their worst in warm, damp weather.

The Bootjack Comes Back

The war has brought the bootjack back. The army officer must have the assistance of this bifurcated machine in removing his footgear, and the leading hotels are hastily laying in a supply. It is found that the industry of manufacturing bootjacks had to be built from the ground up, because the long bootless period that has just come to a close had put all the jack makers out of business. For years there had been no sale of bootjacks except in Texas where the boot continued to hold its footing in spite of changes in customs elsewhere. Two or three of the large New York hotels always kept jacks for the benefit of booted travelers from Texas during their New York visits. But all is changed now, and the bootjack, like the Adirondack beaver, "has come back to its old stamping ground."

Announcement
To the Factory Trade

We have added a

Hardwood Lumber Department

and solicit inquiries for all kinds, grades and thicknesses of Hardwood Lumber.

KILN-DRIED or AIR-DRIED
ROUGH or DRESSED

Memphis Hardwood Flooring Co.
MEMPHIS, TENNESSEE

Non-Splintering Timber

Willow is used for cricket bats and cottonwood for bottoms of barrows for wheeling brick and stone because these woods are not liable to split and splinter when they receive sharp blows. Neither do they dent deeply. Tupelo is in favor for warehouse floors where the fall of heavy articles with sharp corners is to be expected. The wood is not easily scarred because indentations quickly close on account of the tupelo's tough and fibrous character. It was formerly the custom to line wooden battleships with heavy mahogany planks, because cannon balls would pass through that wood without tearing off large splinters to fly across the decks. In the days of whale hunting with hand harpoons, the whale boat with red cedar planking was preferred, though a very soft wood. A blow from a whale's tail, during a fight, simply broke a hole in the side which could be temporarily stopped with a mat or a coat; but most woods under such treatment would be splintered beyond repair. Liguum-vitae bowling balls are nearly as hard to split as balls of solid rubber. The black gum mauls with which the pioneers split millions of fence rails were not very hard, but it was next to impossible to burst one of them by pounding the heads of iron wedges.

Telegraph Company's Liability

Where loss was entailed upon plaintiff lumber company by negligence of defendant telegraph company in making a telegraphic quotation on lumber read $20 per thousand, instead of $22, the defendant's liability for the loss was not avoided by a condition on the telegraph blank purporting to limit the defendant's liability to the toll paid for sending the message, such provision being invalid as an attempt on the telegraph company's part to avoid its responsibility for its own negligence. (Mississippi supreme court, Warren-Goodwin Lumber Co. vs. Postal Telegraph-Cable Co., 77 Southern Reporter, 601.)

EDITOR'S NOTE.—As to interstate messages this decision cannot safely be followed, for recent decisions of the federal courts have established the rule that in the case of unrepeated messages telegraph companies may validly restrict their liability to the amount of tolls paid for its transmission.

Philippine Vermilion

The vermilion or padouk of commerce has hitherto come from Anadam islands and the neighboring coast of India; but it is said there is a supply in the Philippine islands which has been used only locally. There are three species which botanists distinguish, but wood-users can see no difference. This does not imply that the woods are all of one color. The fact is, they vary in a remarkable degree. The differences are due to soil and situation. Wood growing in one place may be of quite different appearance from the same species growing elsewhere. Colors range from very pale yellow through all shades of salmon and red to deep red. The wood shrinks but little and warps scarcely any. It is easy to work, has a pleasant odor, possesses a beautiful grain, and in its native home the lumber is insect-proof. It is in much demand locally. One-piece round tables are oftener of this wood than of any other. The trees are widely dispersed over the islands and are abundant. The natives call it narra.

Hardwood News Notes

MISCELLANEOUS

The capital stock of the following Indiana concerns has been increased: That of the Klamer Goebel Furniture Company, Evansville, to $150,000, and that of the Banta Furniture Company, Goshen, to $100,000.

The Jeffris Lumber Company, Jeffris, La., has filed an involuntary petition in bankruptcy.

The Aprin Hardwood Lumber Company, Atlanta, Wis., is reported to have sustained a loss by fire.

The Virginia Car Furniture & Lumber Manufacturing Company, Roanoke Rapids, N. C., has been incorporated.

The death is announced of Thomas R. Winfield, president of the Cole Manufacturing Company, Memphis, Tenn.

The capital stock of the Gillet Manufacturing Company, Clio, Mich., has been increased to $100,000.

An application for dissolution of corporation has been filed by the Stark-Lambert Lumber Company, Beaumont, Tex., and the company will liquidate.

The A. B. Anderson Lumber Company, Asheville, N. C., recently began business, as has the Scott Barker Lumber Company, Charlotte, N. C.

The Waterman Lumber Company, Blocker, Tex., recently had a fire.

At Galveston, Tex., the Galveston Dry Dock & Construction Company has incorporated with $500,000 capital.

The New London Milling Company, with a capitalization of $100,000, is doing business at New London, N. C.

The Utley-Holloway Saw Mill Company has incorporated at Clayton, La.

The capitalization of the Arkansas Oak Flooring Company, Pine Bluff, Ark., has been increased from $50,000 to $75,000, and that of the Continental Car Company, Louisville, Ky., to $200,000 from half that amount.

The Gulf Coast Hardwood Milling Company recently began business at Houston, Tex., with mill at Sweeney.

Hardwood News Notes

CHICAGO

The following prominent lumbermen are attending the meeting of the Chamber of Commerce of the United States, this city, April 10, 11 and 12: J. W. McClure, Memphis, for the American Hardwood Manufacturers' Association; S. B. Anderson, Memphis, director of the Chamber of Commerce; F. R. Babcock, Pittsburgh, Pa., representing the National Wholesale Lumber Dealers' Association, and C. R. Mengel, Louisville, Ky., for the Board of Trade of that city.

HARDWOOD RECORD has received a pamphlet entitled "The Industrial Resources and Opportunities of the South," compiled by Arthur D. Little, Inc., Boston, Mass. The pamphlet is well worth the attention of anybody interested in this question.

The Hoo-Hoo officers have announced that the Morrison Hotel, Chicago, will be the headquarters of the big Hoo-Hoo annual to be held on the ninth of next September. Local Hoo-Hoo will have ample time to arrange for entertainment that will make the coming annual a record-breaker; and they are already at work to this end.

The Lumbermen's Association of Chicago is one of the most active of local trade bodies in behalf of the Third Liberty Loan. The association's War Board is organized for the big drive and is already doing valiant and effective work. It is confidently expected that when the campaign is over the Chicago lumber trade will have made a showing satisfactory to everybody concerned.

One of the big events of last week in Chicago lumber circles was the talk given at the association luncheon last Thursday by S. J. Duncan-Clark, war correspondent for the Chicago Evening Post. Mr. Clark told vividly of conditions confronting the allied cause and announcement of his prospective appearance brought out a big and interested crowd.

The Chicago association has just issued the Lumbermen's Log for 1918, containing full information regarding the personnel of the association and its divisions, giving membership of various committees and reproducing reports of officers and committee chairmen for the year 1917.

Members of the American Walnut Manufacturers' Association met in Chicago last week for discussion of conditions within the industry. A number of the walnut men present when interviewed relative to the rumored scarcity of walnut, were emphatic in their assertions that such rumors are not only vicious but baseless and that the walnut manufacturers are amply able to supply all needs for gun stocks, propellers and other war needs. And that the actual stand of walnut would not be seriously affected by their doing so. The most serious obstacle in the way of getting out walnut logs is the attitude of many people owning desirable stands or trees who for speculative reasons or because of direct desire to obstruct the government or because sentimental attachment for the trees exceeds their patriotism are holding on to highly desirable supplies. Such people might do well to emulate the example of the many who have, in the national cause, laid aside the sentiment which has from generation to generation bound them to trees which literally have grown up with their respective families. Prominent walnut men who were present were: J. N. Penrod, Frank Purcell and J. C. Rodahaffer, Kansas City; R. E. Pickrel, St. Louis; V. L. Clark, Des Moines; Geo. W. Hartzell, Piqua, O., H. B. Sale, Ft. Wayne; Louis Moschel, Pekin, Ill.; W. A. MacLean, New Albany, Ind.

Excitement was rife in the offices of the National Hardwood Lumber Association a week ago Monday when on opening up it was discovered that someone had pilfered Liberty Bonds and stamps valued at $800 from the office vault. The bonds were owned by members of the office force.

Among prominent northern visitors in Chicago last week were: R. B. Goodman of Marinette and G. W. Jones and H. C. Humphrey of the G. W. Jones Lumber Company, Appleton, Wis. Subsequently to Mr. Goodman's visit it was announced that the annual convention of the National Lumber Manufacturers' Association of which he is acting president, had been postponed to May 7 and 8.

Jones, Coates and Bailey, prominent in box circles in Chicago have sold out their box and shook department to the Republic Box Company.

BUFFALO

The election of Horace F. Taylor to the presidency of the National Wholesale Lumber Dealers' Association is very satisfactory to the Buffalo trade, as he has always been popular as president of the Lumber Exchange, and his re-election last month was a special compliment, because the rule of giving two terms has not always been followed. Though the choice was a regular promotion from the first vice-presidency, Mr. Taylor did not agree to accept it until strongly urged by the Buffalo lumbermen who were in attendance at the meeting. That he followed another Buffalonian, M. E. Preisch, into the office is not as unusual as it may seem, because Mr. Preisch is a member of the Tonawanda trade.

Representative Waldow has been trying in Congress to get for Buffalo part of the $50,000,000 housing appropriation. He offered an amendment, the effect of which would have been to insure part of the money being spent here, but this was voted down because of the unwillingness to mention any city by name, leaving the distribution to the administration. Mr. Waldow said that Buffalo contractors have less work than they usually have at this time, although the city has need of houses for munition plant workers.

Maurice H. Wall, son of J. B. Wall, president of the Buffalo Hardwood

Little Rock Lumber & Mfg. Co.

LITTLE ROCK, ARK.

IN THE

HEART of the finest HARDWOODS

Saline River Red Gum

Daily Capacity—75,000 Feet

BAND MILL Little Rock, Ark.

CIRCULAR MILLS Emory, Ark. Watrous, Ark.

High Grade Plain and Qtd. White and Red Oak, Red Gum, Sap Gum, Cypress, Ash, Hickory, Holly, Elm, Maple, Qtd. Sycamore, Hackberry

WRITE FOR OUR LATEST STOCK SHEET

Prompt Shipments of White and Red Oak Car Material

All Lumber Well Manufactured. Dependable Grading

VON PLATEN LUMBER CO.

IRON MOUNTAIN MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch
60 M ft. of 10/4 No. 1 Com. & Btr. Birch

We Offer for May Shipment

40,000' 4/4 No. 1 C. & B. End Dried White Maple
45,000' 8/4 No. 1 C. & B. End Dried White Maple
40,000' 5/4 No. 1 C. & B. End Dried White Maple
60,000' 6/4 No. 1 C. & B. End Dried White Maple
150,000' 1x6" up No. 1 C. & B. Hard Maple
200,000' 4/4 to 16/4 No. 2 C. & B. Soft Elm
40,000' 4/4 No. 2 C. & B. Birch
113,000' 8/4 No. 2 C. & B. Beech

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan Michigan

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Lumber Company, was one of the young men to leave here for military service on April 2, the contingent going to Camp Dix.

The Standard Hardwood Lumber Company is about to start upon the erection of a new dry kiln to replace the one which was recently destroyed by fire. The company has a large demand from the local trade for dry kiln service.

Fred M. Sullivan has been spending some days at Camp Hancock, Augusta, Ga., where he is visiting his son, Lieut. F. Fleming Sullivan, who expects soon to go to France.

Canadian consumers of hardwoods are having a good deal of difficulty in getting their orders filled these days, particularly where the lumber is not intended for war order plants. The government is frowning upon the shipment of stock for regular woodworking lines and is denying permits without taking the trouble to express its regrets. The hardwoods can, of course, be put to excellent use in the United States, and this fact is recognized by the lumbermen, who, however, are sorry that war must force them to turn down orders from old customers across the line.

Davenport & Ridley are getting quite a stock of crating lumber from Canada, mostly white pine, and this business is said to be fully up to that in the hardwood line.

Building permits in Buffalo are comparing favorably with last year so far, but planing mills and retailers say that their trade is not yet showing much increase in activity.

PITTSBURGH

Quite a number of Pittsburgh wholesalers went down to New York recently to attend the convention of the National Wholesale Lumber Dealers' Association, as follows: Fred R. Babcock of the Babcock Lumber Company, W. H. McGowan of the Allegheny Lumber Company, H. F. Domhoff of the Acorn Lumber Company, C. V. McCreight of the Ricks-McCreight Lumber Company, Alex. Willson of Willson Brothers, F. E. Lillo of the Terhune Lumber Company, Walter Rodgers of the Empire Lumber Company and Edward Eller.

The Kendall Lumber Company is pushing its hardwood operation as much as it can in the face of unsatisfactory labor conditions, poor shipments and especially of poor and irregular demand for stock. Its mills are still running, although it finds that business in some lines, especially with the mining companies, is falling off somewhat this month.

The American Lumber & Manufacturing Company is rushing business down at its hardwood plant at Lenox, Ky., in order to get out its big shipments on government contracts for shipbuilding material. President W. D. Johnston is spending a good deal of his time at the different plants of the company.

The Acorn Lumber Company reports business only fair. It takes a lot of plugging to "get 'em across," as President Domhoff remarks. Demand for hardwood is away better than for every line of lumber, but says prices are very satisfactory. In fact they are much at the wholsaler's option, if he has the stuff.

The Frampton-Foster Lumber Company is taking the output of a large number of country mills and is making a specialty of oak. Possibly no other concern in the city is so well equipped to furnish oak on short notice as this mighty live "cover," which started in business in one room in the Bessemer building some five years ago and now has its offices stretched clear across one side of that big building.

Building additions in Pittsburgh are extremely unfavorable. Very few large contracts are being let and those jobs which usually call for a big lot of hardwood are held up in architects' offices or even before they are put on to the boards. There is very little encouragement in sight in this respect and wholesalers are gradually coming down to the belief that this will be a very badly off year in the hardwood lumber business here.

BOSTON

The New England trade should note the action of the Interstate Commerce Commission in again suspending the required cancellation of the proposed stop-over and reconsignment tariffs to May 1.

A strong effort to place a large representation of lumber dealers in the All-America parade at Boston had to be given up; the disparity in the available contingent was so marked when it became known that 80,000 participants had already entered that the authorities of the wholesale and retail associations in Boston felt that it was manifestly impractical to make a proper showing of the lumbermen.

Wm. E. Litchfield of Boston has been selected as delegate from the Massachusetts Wholesale Lumber Association, Inc., to the annual meeting of the Chamber of Commerce of U. S. A. at Chicago, April 10.

BALTIMORE

The Mann & Parker Lumber Company, this city, has heard from H. T. Snyder, who was formerly in its employ as salesman and buyer, and who last year joined the forestry regiment in training at the Washington university. Mr. Snyder was shortly afterward made top sergeant, and in course of time was sent to France, along with the others of his command. He is in Company C, Third Battalion, being the supply sergeant, and he writes giving considerable information about the work of the regiment behind the lines. The regiment is engaged in cutting railroad ties and other timber for the use of the fighting forces, and he states that the mechanical equipment is very complete, with the exception of an edger, for which there does not appear to be any use, since nothing is wasted, and use is made of every portion of the tree. By means of cross-cut saws the ends are squared. As for the general conditions, he seems to find them very acceptable, stating that he is in excellent health, though obliged to work hard.

There seems to be no prospect of Maryland and especially the eastern shore getting additional contracts for wooden vessels from the government. This discouraging information was brought to Annapolis last week by Secretary of State Simmons, who, with a delegation from Dorchester county, called on Chairman Hurley of the United States Shipping Board at Washington, to seek such contracts. Accompanying Mr. Simmons were former State Senator W. F. Applegarth, W. Vernon Bradley secretary of the Cambridge Board of Trade; W. Irving Mace of Cambridge, and Charles N. Crowe, a former resident of Dorchester, but now a shipbuilder in Texas. Mr. Hurley told the visitors that because of the lack of transportation facilities, it would be impossible to enter extensively upon wooden shipbuilding on the eastern shore.

F. T. Staats of New York, representing the Laurel River Lumber and Logging Company of Stackhouse, N. C., was in Baltimore last week not so much to look after orders as to get in touch with officials of railroads and see about permits to have lumber shipped from the mills. He indicated that his conferences with the railroad officials had been comparatively satisfactory, and further dropped the hint that writing is generally wasted, letters being productive of little more than the reply that the letters would receive due consideration, whereas personal appeals frequently brought tangible results.

Among those who attended the annual meeting of the National Wholesale Lumber Dealers' Association in New York last week was John L. Alcock of John L. Alcock & Co. He declared himself as greatly impressed with the dignity and the importance of the gathering, from which much is expected in the way of concrete results for the benefit of the lumber trade. He said that the banquet was a most imposing affair, a large number of ladies being present, and that the closest attention was given to the speakers. The attendance was large and the deliberations were followed with the deepest interest, contrary to the general impression that business men from a distance go to New York mainly to have a good time or get diversions that are usually not accessible to them.

Fire from a passing engine set ablaze the lumber in the yard of the Keystone Manufacturing Company at Todd Siding, W. Va., March 31, causing a loss of not less than $25,000. It is estimated that 700,000 feet of hardwoods were destroyed.

As an illustration of the rapidity with which hardwoods are going up in price, it is to be mentioned that the latest lists received here from the Case-Fowler Lumber Company of Macon, Ga., one of the largest manufacturers of poplar in the country, show a heavy increase. More than 60 per cent of the items on the list have been marked up from $8 to $10 per 1,000 feet, while the rest is advanced from $2 to $6. This is the second increase since January, and the prediction is made that the list will go still higher.

Harry Bowers, who had been engaged in the lumber business with his father at Frederick, Md., died April 2 after a long illness. He was fifty-three years old and served for a time as county clerk.

The check upon building here continues, and the total declared value of the new structures for which building permits were issued last month did not exceed $160,000. This is only a small part of the normal activity and shows strikingly to what extent the builders are being retarded by the scarcity of labor and by the high cost of materials.

CLEVELAND

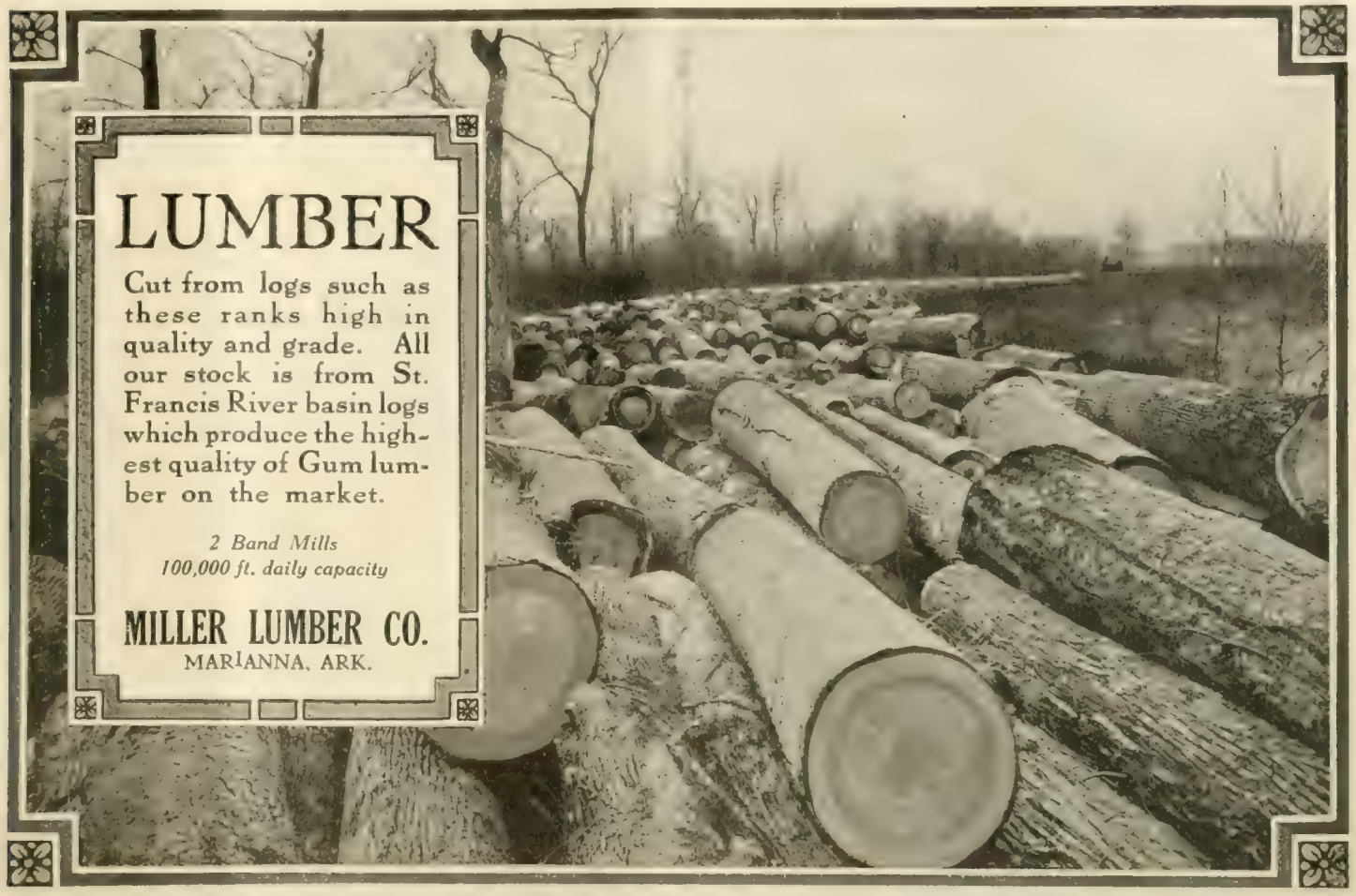
One of the active workers this month in the Third Liberty Loan campaign here is W. B. Martin of the Martin-Barris Company, who has been named a captain of one of the fifteen teams which will cover the Cleveland district.

Of interest to hardwood people here is the appointment of Richard P. Tappenden of East Cleveland as inspector of woods for aeroplanes for the United States Signal Corps. He is a graduate of the forestry school of Ohio State University, and a post-graduate student at Yale University. Mr. Tappenden has been assigned to the factory of the Dayton-Wright Airplane Company at Dayton.

Use of wood in war work is being explained to engineering regiments at military encampments in certain parts of the country by Arch C. Klumph, president of the Cuyahoga Lumber Company, this city. Mr. Klumph has just returned from Camp Sheridan at Montgomery, where he addressed several engineering regiments, and explained the uses of various woods in actual warfare. Mr. Klumph was appointed by the United States government to compile statistics on the use of woods for military purpose and is now completing his findings.

COLUMBUS

The report of the city building department for March, 1918, shows a considerable falling off in the value of permits granted as compared with the corresponding month in 1917, but the decrease is not so large as might be expected under the circumstances. The department issued 236 permits, having a valuation of $378,810, during the month, as compared with 293 permits and a valuation of $571,245 in March, 1917. For the



first three months of the year 366 permits, having a valuation of $615,835, were issued, as compared with 469 permits and a valuation of $931,910 for the corresponding period in 1917.

Archibald P. Davis, a son of A. C. Davis, head of the A. C. Davis Lumber Company, Columbus, has entered the aviation service and is stationed at Vancouver Barracks, Wash., where he is attached to the spruce emergency division.

F. R. Gadd, assistant to the president of the Hardwood Manufacturers' Association of the United States, has notified members that the association has extended the use of its inspection service, free of cost, to the British War Mission, with headquarters at 1202 Munsey building, Washington, D. C., and is ready to issue original certificates of inspection on any government orders, the cost of such inspection to be paid by the shipper. Only actual expenses, no salary, will be assessed members on such work. The British War Mission has accepted the inspection service.

The Peter Kuntz-Hilton Lumber Company, Dayton, has increased its capital from $5,000 to $100,000.

The Lowell Planing Mill Company of Lowell, Ohio, has increased its capital from $25,000 to $50,000.

George M. Morgan, president of the Cincinnati Lumbermen's Club and Cincinnati manager of the Nicola, Stone & Meyer Company, returned recently from a ten days' trip among mills and timber lands in Tennessee. Mr. Morgan says that there is a strong demand reported at all the mills, but despite this the production is insufficient. This is principally due to a shortage of labor, much of the new labor which has supplanted that part of the lumber employes who have gone to war being for the most part inefficient. Wages are generally high.

The Brasher Lumber Company of Columbus has opened a branch office in Nashville, Tenn., in charge of E. G. Dillow. R. R. Adams, a traveler formerly attached to the Columbus office, is now stationed in Nashville territory.

A change in ownership in the Irwin sawmill of London, Ohio, has taken place when New York parties purchased the property. It will be called the London Hardwood Company, but will not be incorporated for the time being.

The Steubenville Building & Lumber Company of Steubenville, Ohio, has gone out of business.

R. W. Horton of the W. M. Ritter Lumber Company reports a continued strong demand for hardwoods in central Ohio territory. Buying on the part of factories is now the best feature of the trade. Prices are strong and constantly advancing. Shipping is still hampered by embargoes and railroad congestion.

INDIANAPOLIS

The Hill-Standard Manufacturing Company of Anderson, Ind., last week purchased the entire stock of the Hazelwood Lumber Company of that city. The Hill-Standard Company is engaged in the manufacture of playground equipment, and with an enlarged plant it was finding it increasingly difficult to obtain a reserve supply of lumber.

The Indiana Hardwood & Manufacturing Company of South Bend, Ind., last week increased the term of its corporate life thirty years.

Indianapolis opened its Liberty bond campaign April 6, with a large parade and patriotic demonstration. One of the largest delegations in the parade from any of the industries was that from the plants of E. C. Atkins & Company. This company had several hundred men in line, carrying large American flags, each of which required the support of from five to seven men to carry.

Edward Maley has resigned as timber buyer for the Thompson Veneer Company of Edinburg, Ind., and has accepted a similar position with the plant of the Emerson-Brantingham Implement Company of Columbus, Ind.

Albert Modlin of Knightstown, Ind., a timber buyer for the Long-Knight Lumber Company of Indianpolis, recently bought a walnut tree at Pershing, Ind., near Richmond, which is said to have been one of the largest walnut trees standing in the state. The tree measured 45 inches in diameter and was capable of producing 3,000 feet of timber. Two days were required to fell the tree and to prepare it for shipment to Indianapolis.

The Millikan-James Hardwood Lumber Company of Indianapolis has reduced its capitalization from $50,000 to $10,000.

The Mitchell Hardwood Lumber Company of Mitchell, Ind., has filed certificate of dissolution as a corporation.

The D. L. Conrey Furniture Company of Shelbyville, Ind., has been incorporated with a capitalization of $50,000. Directors are Jacob A. Conrey, Mary Conrey and Lee C. Davis.

The Central Lumber Company of Indianapolis has been incorporated with a capitalization of $10,000. Directors are Elmer W. Hugher, Augustus Jennings and Lewis Wallace.

The E. & W. Lumber Company of South Bend, Ind., has increased its capitalization from $3,000 to $10,000.

EVANSVILLE

The Stout Furniture Company, Salem, Ind., has filed a notice of final dissolution with the secretary of state.

The Third Liberty Loan campaign started in Evansville on Saturday,

LAMB-FISH LUMBER COMPANY

CHARLESTON, MISS.

STOCK LIST

APRIL 1st, 1918

QUARTERED WHITE OAK
20,000′ 3/8″ FAS
48,000′ 3/8″ 1 Com.
8,000′ 3/8″ 2 Com.
83,000′ 1/2″ FAS
58,000′ 1/2″ FAS 10″ and up
8,000′ 1/2″ 1 Com.
1,000′ 5/8″ FAS
7,000′ 5/8″ FAS 10″ and up
18,000′ 5/8″ 1 Com.
38,000′3/4″ FAS
30,000′ 3/4″ FAS 10″ and up
19,000′ 4/4″ FAS 6 to 7½″
49,000′ 4/4″ 1 Com.
4,000′ 5/4″ 2 Com.
1,000′ 6/4″ 1 Com.
10,000′ 4/4″ Clear strips 2½-5½

PLAIN WHITE OAK
225,000′ 3/8″ Com. & Bet.
19,000′ 5/8″ 2 Com.
9,000′ 3/4″ 1 Com.
275,000′ 4/4″ 1 Com.
275,000′4/4″ 2 Com.
18,000′ 8/4″ 1 Com.
125,000′ 4/4″ Sound Wormy

PLAIN RED OAK
1,000′ 3/8″ FAS
16,000′ 5/8″ 1 Com.
14,000′ 5/8″ 2 Com.
97,000′ 3/4″ Com. and Bet. 60-40%
29,000′ 3/4″ 1 Com.
2,000′ 3/4″ 2 Com.
54,000′ 4/4″ FAS
250,000′ 4/4″ 1 Com.
125,000′ 4/4″ 2 Com.
6,000′ 5/4″ 3 Com.

RED GUM
23,000′ 3/8″ FAS
44,000′ 3/8″ 1 Com.
280,000′ 1/2″ FAS
35,000′ 1/2″ 1 Com.
7,000′ 3/4″ 1 Com.
30,000′ 4/4″ FAS
250,000′ 4/4″ 1 Com.
110,000′ 5/4″ 1 Com.
7,000′ 8/4″ 1 Com.

FIGURED RED GUM
40,000′ 4/4″ 1 Com.

SAP GUM
5,000′ 5/8″ 2 Com.
6,000′ 3/4″ FAS
4,000′ 3/4″ 2 Com.
100,000′ 4/4″ FAS
15,000′ 5/4″ 3 Com.
55,000′ 6/4″ FAS
16,000′ 6/4″ 1 Com.
100,000′ 5/8″ FAS Shorts

TUPELO
140,000′ 4/4″ Com. and Bet. 50/50%

ELM
63,000′ 4/4″ Com. and Bet. 30/70%

CYPRESS
15,000′ 4/4″ FAS
30,000′ 4/4″ SHOP
30,000′ 4/4″ SELECTS
30,000′ 4/4″ No. 1 Com.

ASH
1,000′ 4/4″ FAS.
11,000′ 4/4″ No. 1 Com.
19,000′ 4/4″ No. 2 Com.

COTTONWOOD
31,000′ 4/4″ Log run, 30/50/20%

All band sawn, uniform thickness, good widths and lengths. Facilities for kiln drying, surfacing and resawing.

April 6, and it is expected the city of Evansville and Vanderburg county will subscribe for about $3,000,000 worth of bonds. Many prominent lumbermen are on the committees named recently by John J. Nolan, president of the Chamber of Commerce, viz.: Daniel Wertz, Maley and Wertz; George O. Worland of the Evansville Veneer Company and president of the Evansville Lumbermen's Club; Theodore E. Rechtin, Rechtin Lumber Company; Elmer D. Luhring, Luhring Lumber Company; Louis Holtman of the Schnute-Holtman Company; Michael D. Helfrich, Helfrich Lumber and Manufacturing Company; Fred W. Reitz of Clem Reitz and Sons Company; Charles A. Wolflin, Wolflin West Side Lumber Company; J. C. Greer, J. C. Greer Lumber Company and others.

Lumber manufacturers are interested in the proposition to build good roads and in many counties in southern Indiana the work of improving the public highways goes merrily on. It is expected that the Dixie Bee Line Highway that will extend from Danville, Ill., to Adams, Tenn., will be completed some time this year. Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company, this city, is the president of the Dixie Bee Line Association.

John C. Keller, traffic commissioner of the Chamber of Commerce, and traffic manager of the Evansville Lumbermen's Club, has received considerable literature on the opportunities to sell Evansville furniture and woodwork in Colombia and other countries in South America. Mr. Keller is pointing out that with the completion of locks and dams on the Ohio river and the building of terminal facilities in Evansville and in other cities along the river that manufacturers will greatly improve their chance of getting trade in both the South American and the Central American countries. Some of the Evansville furniture manufacturers are already in the southern markets and it is expected that after the trans-Atlantic war this trade will greatly increase.

D. B. MacLaren, D. B. MacLaren Lumber Company, returned recently from a business trip through the southern states and reported trade conditions improving some.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, returned a few days ago from a business trip to Memphis, Tenn. Mr. Worland says the veneer plants in this section are now being operated on full time and he is looking for a nice business this summer and fall.

O. R. Matthews announced a few days ago that he had purchased the old vinegar factory building at Rockport, Ind., a few miles east of here and he will equip it as a woodworking plant, manufacturing wood novelties, his specialty being locust telephone pins. Mr. Matthews is now installing machinery in the building and he expects to be in operation in a short time. The business will be run under the name of the Rockport Novelty Works.

Henry James, formerly a resident of Wabash county, Ill., who for some time past has operated a sawmill at Schrodts, La., will move his mill to Delhi that state, according to word received here by his friends. He has several hundred acres of fine timbered lands near Delhi that will be sawed up. He has sent to Grayville, Ill., for labor among the men that he formerly knew.

The Maley Lumber and Land Company, of this city, has sold a tract of 8,000 acres of fine timberland in Grenada county, Miss., to May Brothers of Memphis, Tenn. The tract consists chiefly of oak with some gum. It is said to be one of the finest tracts in Mississippi.

LOUISVILLE

The Louisville branch of the Southern Hardwood Traffic Association has been taking on new members so rapidly that it has been forced to enlarge its office space and force. The branch has been moved from 1305 Starks building to rooms 320 and 321. Manager May has secured Roy Browing from the general freight department of the Louisville & Nashville as an assistant tariff expert and added another stenographer.

The W. R. Willett Lumber Company, which has been growing rapidly in the past two years, has taken an additional room in the Starks building, and has more than doubled the space used by the clerical force, which has been crowded into cramped quarters for some time past.

Edward L. Davis of the Edward L. Davis Lumber Company in discussing the present situation said: "Thick lumber is in abnormal demand, and I believe prices will continue high, and the demand good for some time to come." Mr. Davis stated that markets were so uncertain and prices changing so rapidly that it was a serious problem to fill orders where he didn't have the entire stock on the yard. For instance a ten-car order, where two cars are on the yard and eight cars have to be purchased, in many cases represents a loss by the time the order is filled, as a loss on the eight cars eats up the profit on the two that could be sold at a profit, as it is almost impossible to find short requirements.

J. H. Townshend of the Southern Hardwood Traffic Association, while in Louisville, in discussing the market and probability of the war dragging out for some length of time, remarked that he hoped that it didn't go two years longer, as a Gypsy fortune teller had told him he was due to go to Europe in 1920, and that he wouldn't come back alive. "That's a sweet little thing to have hanging over you," remarked Mr. Townshend.

According to an announcement made at Winchester, Ky., on April 3, the plant of the Winchester Lumber & Manufacturing Company, which was recently burned with a heavy loss, will be rebuilt this summer or in the

early fall. It was planned to rebuild at once, but inability to obtain machinery and material on account of the war has resulted in postponement. It is planned to erect the plant on a larger scale than the old one.

The Embry Box Company, who also operates the Embry Lumber Company, has been developing its two-year-old baby, the Embry Wire Bound Box Company, so rapidly, that the company has just purchased the one-story fireproof warehouse building of the E. G. Duckwell Company, hay and grain dealers, and will convert it into an addition to its box plant.

The wedding of Lieutenant William Johnson, formerly with the office of C. C. Mengel & Bro. Company, Louisville, to Miss Virginia Randall of Louisville, was solemnized at the Second Presbyterian Church in Louisville on April 5. Mr. Johnson was granted a short furlough and will take his bride back to camp with him.

Frank Crosier, formerly with the Mengel Box Company of Louisville, now an aviator at San Antonio, Tex., with the army, is recovering from a serious attack of pneumonia, and is expected to pull through in good shape.

F. W. Adgate, manager for the Foundation Company, of New York, shipbuilders who launched the Coyote, is investigating locations at Louisville, Cincinnati and Paducah, for the purpose of locating an inland plant to manufacture ship parts, river steamers, barges, etc. The company has more than $30,000,000 worth of government work under contract, and is figuring upon building many parts at some interior point. Mr. Adgate was recently in Louisville and looked over the situation here, and also at Jeffersonville.

From Whitesburg, Ky., it has been reported that the Tug River Lumber Company, has closed a deal for several thousand acres of timberland along Blackberry and John Creeks in Pike County, Ky., much of which represents virgin hardwood.

ARKANSAS

Judge E. A. Rolfe and Dr. O. N. Warren of Forest City, Ark., have recently purchased an 800-acre tract of hardwood timber in East Carroll Parish from R. L. Jurden of Memphis, Tenn., the consideration being $40,000. A stave mill has been installed and a logging outfit is being shipped to the land. Operations are to begin at once to cut and remove the timber. After that is done the new owners will clear and prepare the lands for use in agriculture.

W. P. Garrison of Batesville, Ark., has recently received a large order for walnut timber to be used in manufacturing aeroplane propellers for the government.

John Martin of Parthenon, Ark., now has a large supply of walnut timber on hand, which is to be sawn and shipped for use in making gun stocks and airplanes for government purposes. He has been making a number of shipments of this kind during the past few months.

The Red River Lumber Company is the name of a new lumber concern which has recently purchased several small hardwood saw mills from the De Queen Lumber Company in the vicinity of Ashdown, Ark. This company also recently moved the old planing mill owned by J. H. Embry from Winthrop to Ashdown.

J. F. McIntyre & Sons, hardwood manufacturers of Pine Bluff and other places in Arkansas, have recently erected a hardwood sawmill on the bank of the Saline River about six miles from Rison, Ark. A tram line from the mill to the Cotton Belt railroad is now being built.

WISCONSIN

The Highway Trailer Company, Edgerton, Wis., has taken a government contract amounting to $450,000 for the production of trailer trucks for the United States army. The trucks will be built in five, ten and fifteen ton capacities and are designed both for ordnance and aircraft transportation. Work on the contract already is under way. The Edgerton company accepted the order on a cost plus ten per cent profit basis. James W. Menhall is president and general manager.

The committee of representative Milwaukee business men which is making a canvass to procure subscriptions amounting to $500,000 for the purpose of establishing an airplane manufacturing plant already has raised a total of $175,000, and has received so much encouragement that it is expected the remainder will be subscribed within ten days or two weeks' time. The project contemplates the absorption of the Lawson Aircraft Corporation, Green Bay, Wis., and its removal to Milwaukee to form the nucleus of a large airplane industry. At present the company has not available adequate facilities nor capital to develop as rapidly as government needs for aircraft make necessary. Milwaukee woodworking plants are taking a most active part in the promotion of the project.

The Bogges Manufacturing Company, Fond du Lac, Wis., has opened its new plant in the Hass building and is now producing mop wringers and similar devices on a large scale. J. J. Carberry is secretary and treasurer of the company.

The Below Lumber Company, Stanley, Wis., has decided to establish an office in Marinette, Wis., for the purpose of transacting a general lumber brokerage business. The office will be opened June 1 in the Farmers' & Merchants' Bank building and will be in charge of Hiram F. Below, who is moving his residence from Stanley to Marinette. He will be accompanied by several members of the office force at Stanley.

The West Milwaukee locomotive and car shops of the Chicago, Milwaukee

FOR SALE

Crating Stock

4-4 No. 3 Common Oak

WRITE US FOR PRICES

Tennessee Oak Flooring Co.

Nashville, Tennessee

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Swain-Roach Lbr. Co.

SEYMOUR, IND.

We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

1 car 6/4 Hard Maple; 3 cars 8/4 Hard Maple; ½ car 10/4 Hard Maple; ½ car 10/4 Soft Maple; ½ car 10/4 Plain Oak; ½ car 12/4 Plain Oak; 1 car 8/4 No. 2 com. Gum; 1 car 4/4 No. 1 com. and better Quartered Red Oak; 1 car 3/8 1sts and 2ds Plain Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

The Lumber Mutual Fire Insurance Company, Boston, Mass.

The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.

The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.

The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Brown Brothers Company

"Buttcut" Brand

HICKORY
Oak and Ash
Dimension Stock for All Purposes

Gainesville and Gunntown . . . . . Florida
Union & Planters Bank Bldg., Memphis, Tenn.

General Sales and Export Office
11 Broadway, New York City

Lenox Lumber

OAK — Soft Texture
POPLAR — Perfect Manufacture
HARDWOODS — Creamy Grades

American Lumber & Mfg. Co.
PITTSBURGH, PA.

& St. Paul Railway Company at Milwaukee have started work on the construction of 5,000 freight cars under a certificate of authority just issued by Director General of Railways McAdoo. The entire working forces in both the locomotive and car shops on March 1 were placed on an overtime basis to offset the difficulty in procuring additional help.

The National Toy Manufacturing Company, Milwaukee, has been incorporated with an authorized capital stock of $15,000 by A. G. Goehner, Henry Goelzer and Oscar J. Goelzer to engage in the production of wooden toys and novelties.

The Pioneer Furniture Company, Eau Claire, Wis., is now employing twenty women in the cabinet and finishing departments in positions formerly occupied exclusively by men. The replacement with women is made necessary by the acute shortage of male help. The women, however, are being employed only in the lighter industrial duties.

The Standard Manufacturing Company, Appleton, Wis., will become one of the largest manufacturers of sash, doors, blinds and other millwork when plant extensions now being undertaken are completed. The work will involve a total expenditure of nearly $100,000. It includes the erection of a new factory, 120x120 feet in size, and the purchase of machinery costing about $15,000. Robert O. Schmidt is treasurer of the company.

The Automatic File & Index Company, Green Bay, Wis., has increased its capital stock from $25,000 to $150,000 to accommodate the growth of its business and to provide funds for doubling the present capacity of the plant. A two-story addition to the present two-story shop, making a four-story factory, 100x175 feet, and a four-story wing, 24x100 feet, will be erected at once. F. L. G. Straubel is president and general manager of the company.

The Twin Ports Pattern Works, 130 Ogden avenue, Superior, Wis., which manufactures all patterns required by the Globe Shipbuilding Company of Superior, has just completed work on one of the largest and most intricate patterns it has yet built. The model is for a 12½-foot propeller for an ocean-going vessel under construction for the government at the Globe yards.

The Cleveland-Cliffs Iron Company has awarded contracts for the construction and equipment of a new saw and splitting mill costing about $100,000 in connection with its furnace and chemical plant at Kipling, Delta county, Mich., near Gladstone. An experimental mill has been in operation for the last year and a half. When the new mill is finished, all logs will be shipped direct from the camps to Kipling for reduction into charcoal kiln and retort material. The daily capacity will be 200 cords. Every bit of waste will be utilized by by-product processes.

The Park Falls Lumber Company, Park Falls, Wis., has awarded contracts for about ten miles of cement sidewalk in "White City," the big employes' colony which it has built up within the last two years to provide adequate housing facilities at cost to its workmen and their families.

The Wilbur Company, Milwaukee, has been incorporated with a capital stock of $25,000 by George H. Wilbur, secretary and treasurer of the Wilbur Lumber Company, 908 Pabst building, Milwaukee, and Ross H. Wilbur. No statement of the new company's purposes is available.

The Collins Lumber Company and the W. H. Stevens Lumber Company, Rhinelander, Wis., encountered strike troubles during the latter part of March, but operations were not seriously interrupted. The demands of the men were rather vague and indefinite, but generally amounted to a request for an increase of twenty-five cents a day in wages.

According to figures which have just become available, a total of 17,000,000 feet of lumber were manufactured in the government sawmills at Neopit, in the Menominee Indian reservation, located between Shawano and Antigo, Wis., during 1917. Indians resident in the reservation received a total wage of $80,000. The Neopit operation up to January 1 has increased the assets of the Menominee tribe to the extent of the value of the entire manufacturing plant, inventoried at more than $1,000,000.

The completion of several public school buildings in Milwaukee has been seriously delayed by the inability of the contractors to get delivery of lumber supplies from the South. The Milwaukee board of school directors has appealed to the Milwaukee representatives in Congress to induce Director General of Railways McAdoo to issue priority orders. The lumber is tied up in the yards of the Pioneer Lumber Company, Jackson, Miss.

M. J. Escoll, field collector of the Milwaukee Public Museum staff, delivered an illustrated lecture before the Rotary Club of Milwaukee last week on the life of the lumberjack in the camps of the John Schroeder Lumber Company, Milwaukee. Excellent views of woods operations in the vicinity of Ashland, Wis., were shown. In the course of his lecture Mr. Escoll said that there are 833,000 men employed in the lumber industry of Wisconsin at this time, which means that 20 per cent of all men engaged in manufacturing industries in this state are engaged in the lumber trade. After holding first rank as a producer of lumber from 1900 to 1905, Wisconsin now stands sixth in the list of states in which lumber is cut. Still, at least one-half of the territory embraced by the state of Wisconsin consists of woodlands, Mr. Escoll said, and the state is far from the point of exhaustion of these resources.

Upon the arrival in Wisconsin of Lieut. Grant Stephenson, U. S. N., on April 1, the remains of the Hon. Isaac Stephenson, who died on March 15, were finally committed and sealed in a crypt in the Stephenson mausoleum in Forest Home cemetery, Marinette, Wis. The funeral services were held March 18, and the casket was left in the aisle of the mausoleum pending the coming of the only son, who was called from duty in French waters. Lieutenant Stephenson entered active duty in the United States

navy about nine months ago and during most of the time since then has been patrolling the French coast. At various times he has been aboard six different warships, ranging from a dreadnaught to a mine sweeper. His furlough was for ten days.

The last will and testament of Mr. Stephenson was filed in the probate court at Marinette on March 21. It does not disclose the true value of the estate, but states it exceeds $1,000,000. Most of the property is left in trust to be divided into four equal parts for the benefit of the widow, daughters, living son, and the survivors of deceased son and daughter. The trustees named are Herman A. J. Upham, Milwaukee; John A. Van Cleve, Harry J. Brown, J. Earl Morgan and Lieut. Grant Stephenson.

The Northern Potash Association, organized several weeks ago at a meeting held in Wausau, Wis., among representatives of potash manufacturers from all parts of northern Wisconsin and upper Michigan, met at Appleton, Wis., on April 4 to discuss proposed tariff rates to be sought in Congress, plans for bettering conditions among employes and market conditions in general. The membership numbers twenty-seven, a gain of seven since the initial meeting.

The Hardwood Market

CHICAGO

News that Chicago will get a big share of new government business adds a new reason for confidence on the part of the already optimistic local trade. It is true that no one is counting on much more progress in commercial lines, but the change in local plants, which are rapidly taking on their portions of government business, have filled in very nicely. Now with definite plans for the spending of millions of government money for railway equipment in the Chicago district and the entire likelihood that Chicago's advantages will be turned to account in the shipbuilding program the future looks bright. The latter development would mean more than the building of ships for the yards and considerable parts of the housing would have to first be prepared.

So far as the everyday lines of hardwood buying are concerned, the Chicago trade is keeping right up with the rest. Troubles in finding and securing needed hardwood and veneer stock seem to be holding up the demand from regular woodworkers many of whom are still unable to satisfactorily cover their wants. Direct word from producing fields supports arguments in favor of getting lined up as far ahead as it is safe to figure. The price feature locally is notable for its firmness while demand for most lines is almost without precedent.

BUFFALO

The hardwood market shows a good amount of activity, with stocks moving more freely from the yard than a short time ago. The railroads still find it difficult to handle lumber going eastward from here, but by means of the consignees getting permits it has been possible to get quite a little stock forwarded. War order industries are, of course, the leaders in the demand for stock, and many concerns which have been making furniture or something else that is staple in ordinary times are now devoting their attention entirely to making products needed in the war.

The demand covers quite a number of different woods, the main thing being the ability to fill the order at prompt notice. Where this is assured, it is easy to get business at favorable prices. Assortments here are generally in good shape and some yards have the largest stocks they have carried in years, mostly put in some months ago. The general opinion is that the market will continue strong, owing to the shortage of dry stocks at the mills, and that the end of the war will bring about a call for large quantities of stock from regular channels.

The lake trade is soon to open, with considerable hardwood ready to come down, one or two shippers being eager to get in cargoes, because the rail service is so slow. No charters have been made, so far as can be learned, but one vessel owner reports the asking price of $6.25 on hardwood lumber from Lake Superior to Buffalo, which is certainly enough, considering the quiet state of the trade. It remains to be seen whether the lumber fleet is large enough to meet the wants of shippers. Only one thing is certain and that is that lumbermen would use the rail service if they could get any dispatch. Such hardwoods as maple, birch, elm and black ash will be handled principally by lake this season.

BOSTON

Interviews with hardwood men in both branches of the trade disclose no immediate changes in conditions. With values at an abnormal stage, the majority of the trade is looking for a decline, but the amount and time when it may occur are subjects of diverse opinion. The fact that producers of furniture and other products of hardwood have been studying every possible way to evade the consequences of high prices in standard items will have a long continued effect on future usage. The sharp demand at unreasonable prices is admitted to be wholly temporary, although it shows no sign as yet in letting up either as to necessity of the stock or question of value. The whole trade has been for some months awaiting the resumption of shipments which it was indicated by certain trans-

Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

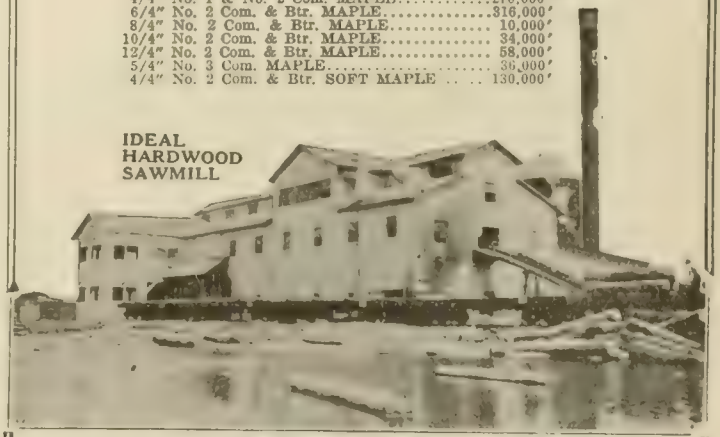
comes from the same soil

CHAS. H. BARNABY

Greencastle, Indiana

The following stock is in excellent condition, *ready for immediate shipment*

5/4" No. 2 Com. & Btr. ASH	41,000'
5/8" No. 2 Com. & Btr. BEECH	27,000'
5/4" No. 2 Com. & Btr. BEECH	300,000'
6/4" No. 2 Com. & Btr. BEECH	286,000'
4/4" No. 2 Com. & Btr. SOFT ELM	76,000'
4/4" No. 3 Com. SOFT ELM	30,000'
3/4" No. 1 Com. & Btr. BIRCH	84,000'
4/4" No. 1 Com. & Btr. BIRCH	108,000'
6/4" No. 2 Com. & Btr. BIRCH	51,000'
8/4" No. 2 Com & Btr. BIRCH	17,000'
4/4" No. 3 Com. BIRCH	51,000'
5/4" No. 3 Com. BIRCH	56,000'
4/4" No. 1 Com. & Btr. MAPLE	48,000'
4/4" No. 1 & No. 2 Com. MAPLE	270,000'
6/4" No. 2 Com. & Btr. MAPLE	316,000'
8/4" No. 2 Com. & Btr. MAPLE	10,000'
10/4" No. 2 Com. & Btr. MAPLE	34,000'
12/4" No. 2 Com. & Btr. MAPLE	58,000'
5/4" No. 3 Com. MAPLE	36,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE	130,000'



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

Plain & Qtd. Red & White OAK

AND OTHER HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

portation authorities might be looked for April 1, but up to the present date no such action has developed; on the contrary, the New Haven road has been obliged to extend its prohibition on receiving eastbound cars.

PITTSBURGH

Hardwood matters are moving along about as well as could be expected considering the general slump in the lumber business here. Demand is much lighter than it should be at this season. Yard trade is next to nothing. The general tendency in prices is up, but this is caused largely by the bad shipping conditions. Oak is far and away the best seller in the market. Oak timbers are badly wanted and also plank and stock for furniture factories. Automobile trade is away off and wholesalers are not doing much business in this line. Prices of all hardwoods are firm and it is a question of delivery more than of prices with the prospective customers.

BALTIMORE

No decisive changes have taken place in the hardwood trade here. The dealers continue to experience the greatest difficulty in getting cars and making shipments, while the mills have their troubles in keeping organizations intact and getting somewhere near the capacity of the plants. Many of the latter, it is to be feared, are so crippled with regard to workers that the cost of manufacturing lumber is carried to altogether inordinate figures. At that there are not lacking opportunities to dispose of stocks as long as these can be delivered. By far the greatest problem in the trade is that of transportation. Hardwood men say they can get plenty of orders, and they are on the lookout for stocks. Contrary to the situation in the yellow pine trade, the demand comes mainly from private sources, the government having use for hardwoods only in limited quantities, and these requirements being confined to a few woods. Because of the checks upon operation at the mills there is no prospect of overproduction, and the mill men regard the situation as being so well in hand that they make further advances in the quotations from time to time. These advances apply to practically the whole list, and there is no one willing to predict that the top limit has been reached. The dealers, for their part, experience more or less unsettlement in their avenues of distribution. Former buyers have to a considerable extent or entirely dropped out of the market, at least for the time being, their business being too much interfered with by war conditions to warrant entering into extensive commitments for lumber. As a result the dealers have had to establish new lines, and a frequent shifting of connections is one of the characteristics of the present situation. For another thing the dealers do not know whether they will have business next week or next month or not. Such orders as come in are for immediate shipment, the buyers being indisposed to anticipate wants and contenting themselves with provision for such needs as come up from day to day. At that the movement has gained somewhat in volume, the railroad situation having shown a measure of improvement. The local yards are making earnest efforts to augment their assortments, and stocks are coming in or going out all the time in a restricted way. Margins of profit for the dealers are attractive, and it is mainly a matter of getting enough shipments off to bring the business up to a fair volume. Exports appear to be no more active than before, and the exporters will probably have to await the end of the war before they can hope to re-establish their former lines and look for a good demand.

COLUMBUS

The hardwood trade in Columbus territory has continued firm in every respect during the past fortnight. Buying is good, especially on behalf of the factory trade. Considerable buying by retailers is also reported. The tone of the market is generally good and higher prices are looked for in the immediate future. Lumbermen believe that the early summer trade will be active and preparations have been made to handle a larger volume.

The retail trade is buying both for immediate and deferred delivery. Car shortage is holding up shipments to a large degree, and consequently there is considerable delay in receiving orders placed some time ago. Embargoes on shipments from many southern points are still further complicating the situation. Retail stocks are not very large, although some dealers have been taking advantage of the lull to get in a better stock.

The factory trade is the best feature of the business at this time. Concerns making boxes and implements are good customers, and the same is true of certain other lines of manufacturing, such as furniture and automobile. There is also a good demand for low grade lumber for crates. Prices are strong and all recent advances have been well maintained. This is especially true of quartered and plain oak and poplar. Chestnut is also firm and the same is true of ash and basswood. Collections are slightly improved.

CLEVELAND

With prospects for replenishing stocks rather remote, due to the continued poor transportation conditions from the South, hardwoods have firmed in price in the Cleveland market during the past week and several items have taken a jump upward. Oak flooring, hitherto the most active

item on the list, is the principal material affected. Although no actual change in price on this material has been effected as yet, it is predicted in leading circles that advances must follow shortly. This will be due to the higher cost of the material to the dealers, and the increased difficulties of getting it into this market. Contrary to the general rule, the movement of oak flooring into consuming channels this week is very small, and unless building operations speed up a little there is nothing to indicate phenomenal improvement in the demand. Maple flooring is fairly active, but also fairly plentiful, and stationary as far as price is concerned. Other hardwoods are only moderately active, in fact below normal for this time of year. Cedar has picked up a little, especially for posts, and there is better outlet than would have been expected a fortnight ago. The big production of automobile trucks in this section is affording a big demand for ash for the truck bodies, and this material has firmed up a little under this influence. Improvement in transportation conditions, as indicated by an occasional lifting of embargoes for a day or so, is expected to work to the advantage of this market.

INDIANAPOLIS

The hardwood demand continues to become more active, many of the Indiana manufacturers describing the demand as the heaviest in the history of the trade. Manufacturers are stretching every resource to supply their orders with as much speed as possible but embargoes and car shortages continue to be a source of great embarrassment.

Practically all of the plants in central Indiana are being operated to capacity, and timber buyers are unusually active in their attempts to keep the mills supplied with logs. Weather conditions have been favorable this spring to the early operation of plants, the weather during March being particularly favorable. Indiana roads are in excellent condition, permitting the hauling of logs in some counties much earlier than usual.

More cars are available than there have been since early in the winter but the transportation situation as yet has not been relieved. Since the shipment of coal became lighter more cars have been available, and as grain shipments are exceedingly light at this time, many box cars have been turned over for the use of the lumber interests.

The trade generally is complaining of a labor shortage, and a similar complaint is being made by some of the large consuming plants, especially the furniture industries. The furniture factories in central Indiana are busy, and in most cases where they have not enough orders for their products to keep their plants in capacity operation, the manufacturers are able to get government contracts to keep their plants employed.

Many of the consuming industries do not seem to have expected the heavy demand for hardwoods early enough to permit them to lay in surplus supplies of material, and such manufacturers now are making urgent calls on the market.

EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southern Indiana has been rather good during the past ten days or two weeks and in the opinion of manufacturers business is going to remain fairly active all summer and fall, although they are looking for nothing like a boom in trade. The Columbia street mill of Maley and Wertz in this city has been operating on a schedule of thirteen hours a day. Practically all the up-town mills here are running now, while the river mills remain closed down, and it is not known when they will start running again. Manufacturers report that logs are more plentiful but the prices are high, in fact about the highest on record. In many sections of the South the men who generally get out logs, are now beginning to plant their crops and it is expected it will be some time before they will return to logging again. One large hardwood concern in this city reports that it has a good supply of logs on hand now and this with the logs that it expects to get from several timbered tracts in southern Indiana, will last it probably for a year. Some of the other manufacturers, however, are not so fortunate. Lumber prices are holding firm with a tendency to advance even more. Collections are good. General trade conditions in this section are better than they were a month ago. Manufacturers say there is a real labor shortage and this problem is expected to become rather acute before the end of the summer. Farmers are also fearful that they will not be able to get enough help to cultivate their crops this summer. Many of the manufacturing plants in this section are in need of men and some are running on short forces. The demand for the best grades of hardwood lumber remains good. The demand for all woods needed by the federal government in the manufacture of war materials is especially good. Inquiries are good and it is pointed out that in almost every instance lately inquiries have led to orders. Veneer manufacturers report a good trade. Building operations have not improved much during the past few weeks. Sash and door men and planing mill men say that trade is only fair.

MEMPHIS

Demand for hardwood lumber is quite active, according to reports made by prominent manufacturers and distributers here. Orders are apparently very easy to obtain. They are, however, quite difficult to fill because of conditions surrounding both production and distribution of lumber. The call is particularly insistent for the lower grades of cotton wood and gum which are in rather limited supply and which are wanted by box interests in practically unlimited quantities at the highest price ever paid therefor. There is a notably good call, too, for thick oak, 6/4 and better, and members of the trade are diverting most of their machinery to the production of this class of stock because of the prospect that there will be an unusual demand therefor when the vehicle interests really enter the market in a large way for the stock necessary for manufacturing the army escort wagons for which they have secured contracts from the government. There is comparatively little inch plain oak and what is offering is being taken at a fairly satisfactory rate. Quartered white oak in the higher grades is wanted for various purposes, including the manufacture of airplane propellors. There is also a good demand for yellow poplar, quarter-sawn, for the same purpose. The movement

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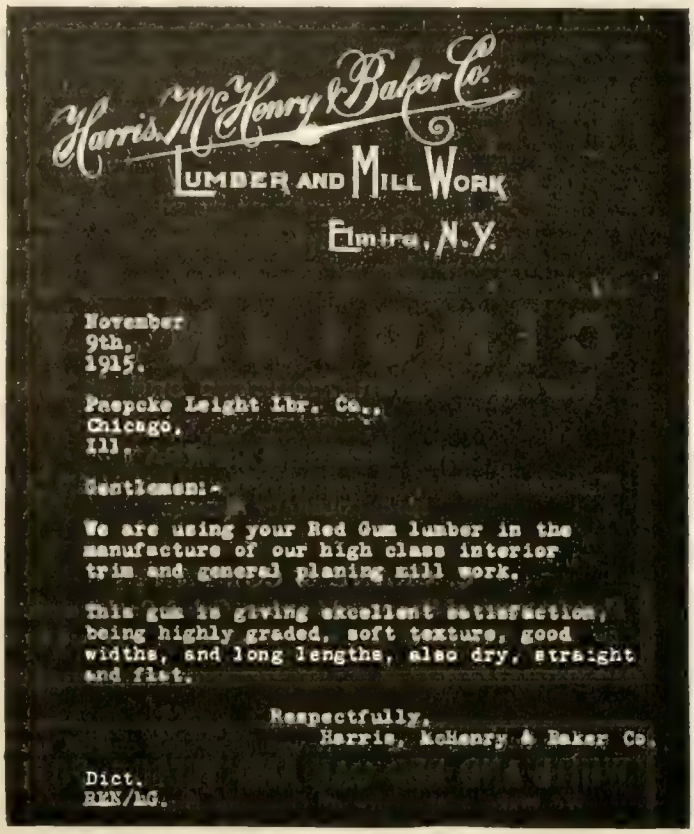

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of ash, hickory and elm is reported quite good while prices are well maintained. Sap gum in the higher grades is in active request while there is only a fair call reported for red gum in firsts and seconds. Cotton wood and gum box boards are in large request and in only scant supply, with the result that relations between supply and demand are quite strained and that prices are around the maximum.

LOUISVILLE

There has been very little change noted in the general situation during the past month, other than that there has been some slight improvement in the car supply in the South, but not really enough to make any great difference. The embargo situation is substantially the same as it has been for thirty days. There is a general shortage of log cars, and coal cars are so scarce that even such equipment is hardly to be had. Sidings are full of logs waiting shipment to mills, which are unable to operate full time, due to the inability to obtain logs. It is reported that logs have lain at sidings so long that worms and bugs are beginning to injure them, that is the softer hardwoods. There has been practically no change in the demand, which continues strong for thick stocks of oak and ash for government work, poplar also being active, with walnut in the same steady demand for gun stocks and aeroplane work. Quartered oak and ash are also being used in aeroplane work. Gum is steady and in fair demand for all grades. Poplar is also active and there is a good demand for all grades of veneers. However, shipments are not moving very rapidly, and every mill concern and jobbing house has heavy orders on hand awaiting either cars or lifting of embargoes. Dealers are fighting shy of future orders and contracts of all kinds, as it is generally believed that prices will continue high on all thick stocks, and in fact on all southern hardwoods, due to enforced light production on account of the log situation. Plenty of good saw logs are being gotten out at present prices, but they are doing the mills very little good so long as they are on sidings far removed from the mills.

ST. LOUIS

There is a fairly good demand for all items on the hardwood list. In fact the call is much better than the car situation will permit. Many shippers say that they have enough orders booked to keep them busy for some time, should the car situation not show an improvement. Many of the mills have contracts for government work and they are getting more all the time. The local factory trade is less than it has been owing to the sash and door plants not doing very much business because of the quietness in the building lines. Stocks are continually growing less. This is particularly true in regard to oak and gum. The two latter items are harder to obtain than for a long time. Firm prices prevail and it is the consensus of opinion among the leading dealers that these prices will continue indefinitely. There is little improvement in shipping conditions, and unless the weather improves they will grow worse instead of better. Cypress in mixed cars is in fairly good call, particularly from the factories. It is believed that the yard trade will shortly show an improvement. Inquiries are growing more numerous. The car situation is not good but an improvement is hoped for. The mills are in a better position to book cypress than ever.

ASHEVILLE

In the last two weeks the worst difficulty experienced by shippers in this section, according to dealers' statements, is that the intermediate railway connections with eastern railways have been unsatisfactory.

Even when the main eastern lines are open, it is said, the trouble is to get the lumber moved by the southern railway. But a number of shipments are going forward to the eastern market. As for intrastate trade, the acceptance of government contracts for wagon and other stock by North Carolina furniture and woodworking factories has stimulated an already large demand in eastern Carolina for hardwoods.

MILWAUKEE

Reports that the War Industries Board at Washington has had issued a priority order prohibiting the shipment by rail of all lumber excepting that destined for plants manufacturing aircraft, vessels, army and navy materials, and that needed for other purposes of the war program did not come as a surprise to the hardwood industry of Wisconsin, according to leading men in the trade. The effect of the order will not alter conditions existing during recent months to any appreciable extent, as a major part of all lumber manufactured and shipped has been virtually on Government account.

The logging season has come to a close in most districts of Northern Wisconsin and the big task now is to get the winter's cut to the mills. A large number of plants which are not provided with facilities for winter sawing operations are rapidly going on the active list. An unfavorable feature is the shortage of competent mill labor. The release of woodsmen has provided a fairly large supply of inexperienced help for the time being, but most of it is wholly unsuitable. The stringency of the car situation has been relieved to some extent, but still is acute. However, it is expected that the Government soon will be able to make ample provision for taking care of shipping requirements.

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10 cars 6/4 FAS Sap Gum.
10 cars 6/4 No. 1 Com. & Bet. Red Gum.

GIBSON-DOUGLAS & GRAY, Monroe, La.

FOR SALE

30,000 ft. 4/4 FAS Plain Oak, 12" & up wide, bone dry.
40,000 ft. 4/4 FAS Plain Red Oak, 10" up wide, bone dry.
25,000 ft. 6/4 FAS Plain Red Oak, dry.

The above stock located at Buffalo, N. Y.

COLVIN-FLEMING LUMBER CO., INC.,
Rochester, N. Y.

FOR SALE

Several carloads of thoroughly dry, clear redwood boards, any width up to 16" and any thickness. Large stock so prompt shipment is assured. Write THE PACIFIC LUMBER COMPANY, 3612 So. Morgan Street, Chicago, Ill., for further particulars.

ALFRED P. BUCKLEY

Lumber Commission
932 N. Broad St., Philadelphia, Pa.

The vast shipbuilding industry, in addition to its already large business in building, furniture, interior woodwork and R. R. lumber, make Philadelphia an attractive field. Hardwood Lumber is my specialty. Correspondence solicited.

FOR SALE THE FOLLOWING ITEMS

2000 pieces 36"Lx3½ to 4" wide, 2⅛ to 2¼" thick. 1200 pieces 47"Lx3½ to 3¾" wide, 2⅛ to 2¼" thick. All the above stock is red and white oak, clear. LUGER FURNITURE CO., N. St. Paul, Minn.

MACHINERY FOR SALE

FOR SALE—MACHINERY

Fully equipped furniture factory at New Albany, Ind. Equipment includes everything necessary for furniture factory or planing mill. Very advantageous lease can be secured from Monon Railway, who owns building. Machinery can easily be loaded and moved as railroad tracks run alongside of building. It will take 5 or 6 weeks to complete work on hand, and plant can be seen in operation during that time. For particulars address G. W. LANGFORD, 808 Realty Bldg., Louisville, Ky.

Loans on Timberland

We have internationally recognized facilities based on 38 years experience in timberland and lumber matters.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

JAMES D. LACEY TIMBER CO.

332 South Michigan Avenue, Chicago

FOR SALE

ROSS ELECTRIC LUMBER TRUCK

One man with truck can handle 150,000 feet per day. Machine used less than six months. Good as new. Detailed description and price given upon request. Also a 12" band saw sharpener.

JOHN S. OWEN LUMBER CO., Owen, Wis.

FOR SALE

31 double deck steel bunks.
62 mattresses.
4 set heavy harness.
1 blacksmith shop outfit.
1 standard gauge hand car.
40 Streich lumber buggies.
1 15 Kwt. dynamo.
Complete outfit of cook camp utensils.
All in good repair.
GURNEY LUMBER CO., Gurney, Wis.

FOR SALE

Two used American hardwood flooring matchers. Both machines are in excellent condition and will match up to 8" stock. Complete with heads, etc. KERRY & HANSON FLOORING CO., Grayling, Mich.

MACHINERY FOR SALE

FOR SALE

6 ft. Fay & Egan band mill with 8" steam feed; steam nigger; steam kicker; trimmer and gang edger; 150 horse power engine and boiler, complete. Mill just cut out. LELAND G. BANNING, Cincinnati, Ohio.

USED MACHINERY FOR SALE

Nearly all the following machines are practically new, having been overhauled, readjusted, and put in good working condition:

1—S. A. Woods 27" Double Surfacer.
1—M. L. Andrews Vertical Spindle Boring Machine.
1—#1½ American Automatic Back Knife Lathe.
1—each #2, 3, 4 and 5 American Universal Exhausters.
1—36" Witherby Rugg & Richardson Band Saw.
1—Rowley Hermance Vertical Mortiser.
1—Cutter & Wood 25 inch Knife Grinder.
1—Mosley Jig Saw.
1—4-spindle Wood Frame Horizontal Boring Machine, adjustable.
1—2-spindle Clement Iron Frame Horizontal Combined Boring and Mortising Machine, adjustable.
1—15"x8' Wooden Bed Wood Turning Lathe—Wood Cone.
1—14"x4' Wooden Bed Wood Turning Lathe—Iron Cone.
1—18" Wood Turning Lathe complete except legs and ways—Wood Cones.

THE C. H. WOOD COMPANY, Syracuse, N. Y.

DIMENSION STOCK WANTED

WANTED—CLEAR OAK DIMENSION

1½", 1⅝", 2" squares, 18", 19", 26", 30" lengths. Also other sizes. Plain and Quartered Oak. INDIANA QUARTERED OAK CO., 52 Vanderbilt Ave., New York, N. Y.

WANTED

The following sleigh runner billets in white or yellow butt oak, suitable for bending:

2000 pieces 2"x5",, 6'
3000 pieces 2x5½", 6'
3000 pieces 2½x5, 7'
3000 pieces 2½x5½, 7'
4000 pieces 2½x5½, 7'
4000 pieces 3x5½, 7'

Write THE CROWN LUMBER CO., LTD., Woodstock, Ont.

BUSINESS OPPORTUNITIES

IF YOU HAVE A GOOD TIMBER

or Lumber Operation accessible to New York and New England markets you would like to trade for Buffalo improved property, showing good returns on investment, give full particulars. Address "BOX 40," care HARDWOOD RECORD.

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FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 3/8 & 1/2", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

NO. 1 C., white, 8/4", dry. Buffalo Hardwood Lumber Company, Buffalo, N. Y.

FAS 4/4", 5/4", reg. widths, 6 to 9'; FAS 12/4", reg. wdths., 12' and up; FAS 14/4", reg. wdth., 12, 14 & 16'; NO. 1 C. 4/4, 5/4, 8/4, 12/4", reg. wdth. & lgth.; NO. 3 C. 4/4", reg. wdth. & lgth.; SEL. 5/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 16/4", 12½" & wider. J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

COM. & BTR. 12/4". UTLEY-HOLLOWAY COMPANY, Chicago, Ill.

BASSWOOD

FAS 6/4", NO. 2 C. 5/4 & 6/4. BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 2 & BTR. 4/4 & 5/4"; NO. 3 C. 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

BEECH

LOG RUN 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

HIGH GRADE 5/4, 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 5/8", reg. wdth. & lgth., 1-4 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

NO. 1 C. & BTR., white, 4/4", good wdths., 50% 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 5/4", good wdths., mostly 14-16', long, dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 4/4 & 5/4"; NO. 1 & BTR. 5/8 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. 4/4", reg. wdth. & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 2 C. & BTR., unsel., 6/4 & 8/4"; FAS, sel., red, 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR. 4/4", 6 mos. dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4-16/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C. & BTR. 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

COM. & BTR. 1/2-5/8", reg. wdth. & lgth.; COM. & BTR., 5/4-10/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS 4/4', good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C. both 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 to 8/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR. 4/4". WILLSON BROS. LBR. CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4-8/4", reg. wdths., std. lgths., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS 6/4", PANEL 4/4", 18" & up wide. ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 2 C. 4/4", 6-12, 65% 14-16', 6 mos. dry; NO. 3 C. 4/4", reg. wdths., 65% 14-16', 5 mos. dry; NO. 1 C. & SEL., 4/4', reg. wdth., 65% 14-16', 10 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

CYPRESS

SEL. 4/4"; PECKY 8/4". ANDERSON TULLY CO., Memphis, Tenn.

SEL. 4/4, 6/4", reg. wdth. & lgth.; NO. 1 SHOP 4/4", 10/4", reg. wdth. & lgth.; FAS 5/4 & 6/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

SEL. 4/4", reg. wdth., 70% 11-16', 7 mos. dry; PECKY 4/4", reg. wdth., 65% 14-16', 4 mos. dry; NO. 1 C. & SEL. 8/4", reg. wdth., 60% 14-16', 5 mos. dry; NO. 2 C. 8/4", reg. wdth., 60% 14-16', 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR. 4/4-16/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM

NO. 1 C. & BTR., 6/4"; LOG RUN 12/4 & 16/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN 6/4 to 12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

LOG RUN 8/4", soft. GEO. C. BROWN & CO., Memphis, Tenn.

FAS 10/4", 16/4", good wdth., 40% 14-16', dry; FAS 12/4", good wdth., 45% 14-16', dry; NO. 1 C. 10/4, 12/4", good wdth., 50% 14-16', dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 12/4", reg. wdth. & lgth., 5 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 & BTR. 5/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 3 & BTR., rock, 5/4; NO. 3 C., rock, 8/4"; NO. 2 & BTR., soft, 6/4, 8/4, 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 8/4, 12/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

HARDWOODS FOR SALE

LOG RUN 12/4, 16/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

LOG RUN 4/4, 5/4 & 12/4", reg. wdth. & lgth., dry. SWAIN ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 8/4, 12/4", reg. wdth. & lgth., 12-16', 9 mos. dry; NO. 2 C. & BTR., soft, 6/4", reg. wdth., 60% 14-16', 3 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—SAP

NO. 2 C. & BTR. 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 6/4 & 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth., thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 5/8", 13-17"; FAS 4/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 5/4 & 6/4", reg. wdth. & lgth.; NO. 2 C. & BTR. 3/4", reg. wdth. & lgth. PENROD-JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS & NO. 1 C. 5/4 & 3/4"; FAS 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 2 C. 4/4", 6-12", 65% 14-16', 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

NO. 1 COM., 4/4 & 5/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 COM. 4/4". BLISS-COOK OAK COMPANY, Blissville, Ark.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 3/4", 13" & up. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS 4/4, 5/4, 6/4"; No. 1 C. 3/8 & 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 2 C. 4/4", 6" & up, 65% 14-16', 5 mos. dry; NO. 1 C. & SEL. 4/4", reg. wdth., 65% 14-16', 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—QUARTERED RED

FAS 8/4"; NO. 1 C. & BTR., 4/4 & 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 8/4", sap no defect; NO. 1 C. & BTR. 4/4 & 12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. 4/4", reg. wdth. & lgth., thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR. 6/4, 8/4 & 10/4"; COM. & BTR., unsel., 8/4, 10/4 & 12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR. 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced boards highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR. 10/4", reg. wdth. & lgth.; FAS 3/4", reg. wdth. & lgth.; NO. 1 C. 4/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4"; FAS 6/4; BOX BDS. 4/4", 13-17". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR. 10/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

COM. & BTR. 6/4-12/4", sap no def. UTLEY-HOLLOWAY CO., Chicago, Ill.

GUM—TUPELO

No. 1 C. & BTR., 4/4 & 6/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. BOX BDS. 4/4", 9-12" and 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., 12 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

LOCUST

LOG RUN 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

LOG RUN 4/4", reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

LOG RUN 4/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR. 4/4, reg. wdth., 60% 14-16', 6 mos. dry; NO. 2 C. & BTR. 6/4", reg. wdth., 60% 14-16', 2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2 to 16/4", plain and figured, Mexican and African. HUDDLESTON - MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C. & BTR. 4/4, 8/4 & 12/4", good width., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4 & 5/4", usual wdth. and lgth., sap 2 sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., qtd., 4/4 & 5/4", 2½" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

QTD. WHITE 4/4 & 8/4", end piled; HIGH GRADE 5/4, 6/4, 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4" & thicker. Can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 6/4, 12/4, 10/4", 8-16', 6 mos. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

FAS 4/4", NO. 2 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 1 C. & BTR. 6/4, 8/4, 10/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. 4/4", 7 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR. 4/4-16/4", reg. wdth., std. lgth., 12 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN 12/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR. 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 5/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

OAK—PLAIN RED

FAS 4/4, 6/4 & 8/4"; NO. 1 C. 5/4 & 6/4"; NO. 2 C. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

LOG RUN, Southern, 4/4 & 8/4", spot worms no def. UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 2 C. & BTR. 3/4 & 4/4" BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 3/4 & 4/4", good wdths., 14-16', 2 yrs. dry; NO. 1 C. 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

FAS 10/4", usual wdth. and lgth., 8 to 18 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 5/4"; FAS 4/4". GEORGE C. BROWN & CO., Memphis, Tenn.

FAS 5/8", reg. wdth., all 12' & shorter, thoroughly air dried; NO.1 & 2 C. 5/8", reg. wdth. & lgth., thoroughly air dried. R. J. DARNELL, INC., Memphis, Tenn.

STEP PLANK 5/4", 11" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 5/4", 8-16', 6 mos. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

FAS 4/4 & 5/4", reg. wdth, 14-16', 8 mos. dry; NO. 1 C. 4/4", reg. wdth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & No. 1 C. 5/4"; NO. 1 & 2 C. 4/4"; COM. & BTR. 8/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 C. 4/4 & 5/4", reg. wdth., 65% 14-16', 8 mos. dry; NO. 1 C. & SEL. 4/4 & 5/4", reg. wdth., 65% 14-16', 10 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

OAK—PLAIN WHITE

FAS 4/4-8/4"; NO. 1 C. & BTR. 8/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 12/4", usual wdth. and lgth., 1 to 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 5/4"; FAS 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C 5/4"; NO. 2 C. 4/4"; NO. 1 C. & BTR. 8/4 & 12/4", all reg. wdth. & lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. & BTR. 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS 3/8", reg. wdth. & lgth., dry; NO. 1 C. & BTR. 10/4 & 12/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. 4/4", 10 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & SEL. 8/4", reg. wdth., 60% 14-16', 2 yrs. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR. 4/4-16/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

NO. 1 C & BTR. 4/4", good wdths., 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS., Ft. Wayne, Ind.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. & BTR. 4/4", red and white, reg. wdth. & lgth., 18 mos. dry. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. 4/4 & 6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR. 4/4", reg. wdth. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—QUARTERED WHITE

FAS 4/4, 5/4 & 6/4"; NO. 1 C. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

NO. 1 C. 3/4", good wdths., 14-16', dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 COM. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

SELECT 4/4", reg. wdth. & lgth., 1 yr. dry. FERGUSON & PALMER CO., Memphis, Tenn.

FAS 3/8, 1/2, 5/8, 7/8, 9/8", reg. wdth. & lgth.; STRIPS 4/4", 2½" & up, reg. lgth.; WORMY 4/4", 4" & up, reg. lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CLEAR STRIPS 4/4", all 4" long, reg. lgth. NO. 1 C. 4/4", reg. wdth., 14-16', 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 4/4", reg. wdth. & lgth.; FAS 3/8", reg. wdth. & lgth.; NO. 1 C. 3/8 & 4/4", reg. wdth. & lgth.; FAS 3/4", 6" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

CLEAR STRIPS 4/4", 2-5½, and 4/4", 2-3½, reg. lgth. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 4/4 & 1/2, 3/4; NO. 1 C. 1/4, 3/8; NO. 2 C. 4/4" & 1/4"; CLEAR STRIPS 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

STRIPS 4/4", 2½" & up. J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS 4/4", reg. wdth. & lgth., dry. SWAIN ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4/4-12/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C. & BTR. 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 4/4" & 5/4". BABCOCK LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

COM. & BTR. 5/8 & 4/4", ran. wdth. and lgth., 6 to 8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

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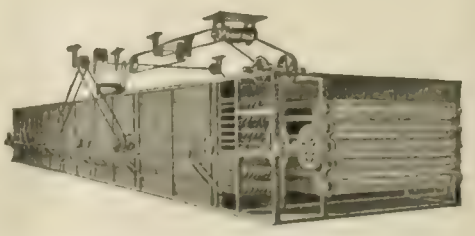

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PANEL & WIDE NO. 1 4/4", 18" & up, reg. lgth. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR. 5/8-12/4", reg. wdth., std. lgth., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

WALNUT

NO. 2 C. 4/4", usual wdth and lgth., 1 yr dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C. 5/8-8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

FAS 3/8", reg. wdth. & lgth.; COM. & BTR. 4/4", reg. wdth. & lgth. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry; FAS 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry; NO. 2 C. 4/4, 5/4, 6/4, 8/4", reg. lgth., 1 yr. dry. LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. 5/4", reg. wdth. & lgth.; SEL. 8/4", reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.

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FAS 5/4 & 12/4" (5/4 all 12'); NO. 1 C. & BTR. 4/4". ANDERSON TULLY CO., Memphis, Tenn.

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CLR. OAK SQUARES 2x2—20, 23, 27, 32; CLR. ASH SQUARES 2x2—23, 32, 2½x2½—32, 4x4—32, 3x3—32; CLR. CYPRESS SQUARES 2x2—27. MILLER LUMBER CO., Marianna, Ark.

FLOORING—MAPLE

CLEAR 13/16x1½, 13/16x2, 1 1/16x2¼; NO. 1 13/16x1½, 13/16x2; PRIME 13/16x4, 1 1/16x4. KERRY & HANSON FLOORING CO., Grayling, Mich.

NO. 1 ⅜x1½, ⅝x2¼; CLEAR ⅝x2, ⅝x2¼. THE T. WILCE CO., Chicago, Ill.

FLOORING—OAK

SEL, red, ⅝x2, ⅝x1½, ⅝x2¼. THE T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CLEAR 3/16" and ¼", 20" wide, 60" long, kiln dried, rotary cut; FAS, QTD. FIG., 1/8", 6" & up, 12 to 16, kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

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ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

FAS, RED, 1/8", 6" & up, 12 to 16', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

SWD. 1/20-1/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

FAS, WHITE, 1/8", 6" & up, 12 to 16, kiln dried; FAS, WHITE, 1/20", 1/16", 6" & up wide, 8' & up long, kiln dried, sawed. EVANSVILLE VENEER CO., Evansville, Ind.

SWD. 1/20-1/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

CLEAR 1/8", 12 to 18", 14', kiln dried. EVANSVILLE VENEER CO., Evansville, Ind.

ANY thickness, any size, rotary, QTD., cut or sliced. PENROD WALNUT & VENEER CO., Kansas City, Mo.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

1/20-1/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

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STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

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MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, Good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

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HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
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We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

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Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

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4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1¼" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1¼" No. 2 Common
3 Cars 2" FAS.

GUM

6 Cars 1" FAS. Sap
5 Cars 1¼" FAS. Sap
3 Cars 1½" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1¼" FAS. Red
2 Cars 1½" FAS. Red
1 Car 1½" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1¼" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 1" No. 1 C. & Btr. Qtd. White
2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
2 Cars 3" No. 1 Com. & Btr. Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1¼" Log Run Elm
4 Cars 1½" Log Run Elm
3 Cars 2" Log Run Maple
3 Cars 1" No. 1 Com. & Btr. Sycamore
5 Cars 1" No. 2 & No. 3 Com. Sycamore

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

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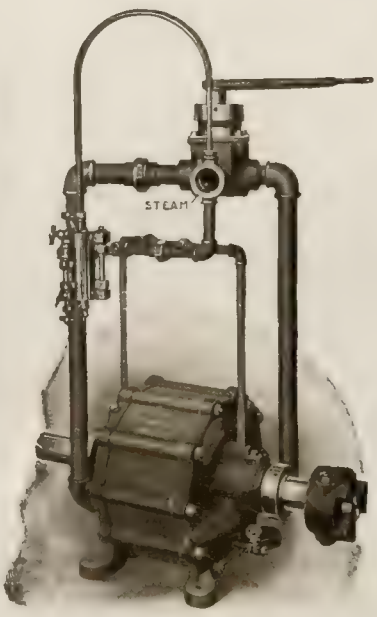

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